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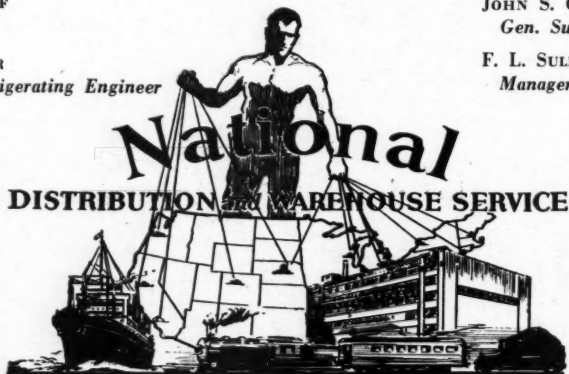
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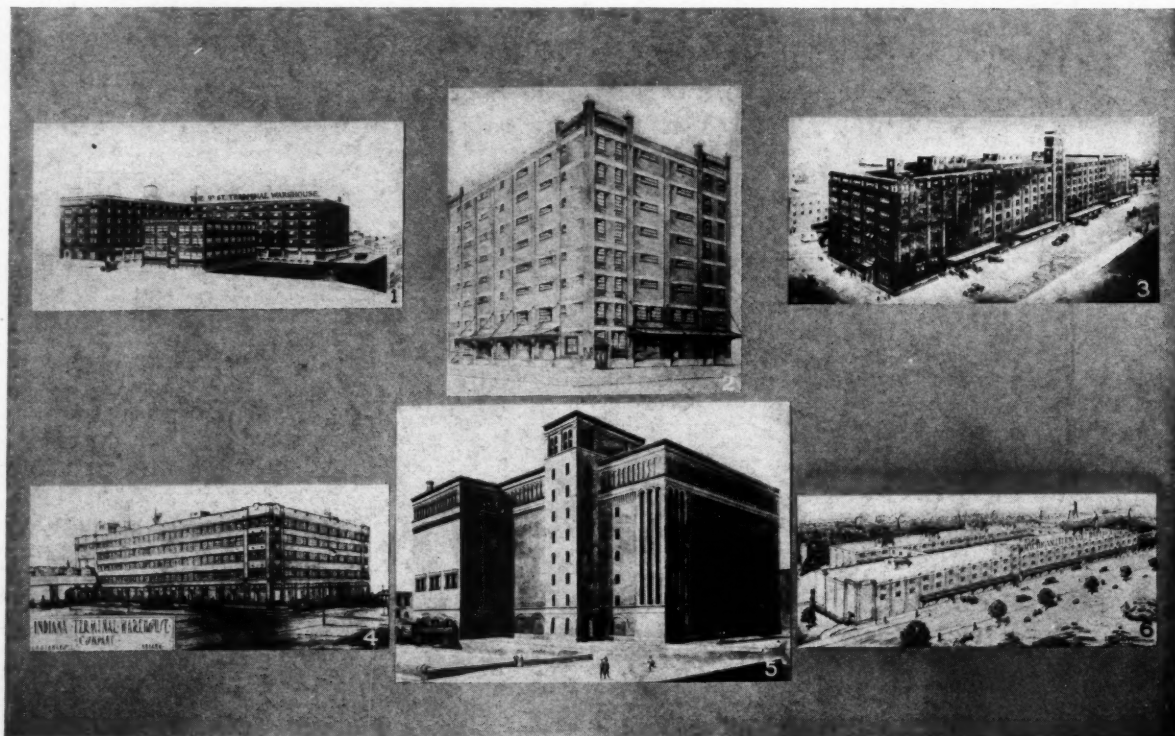
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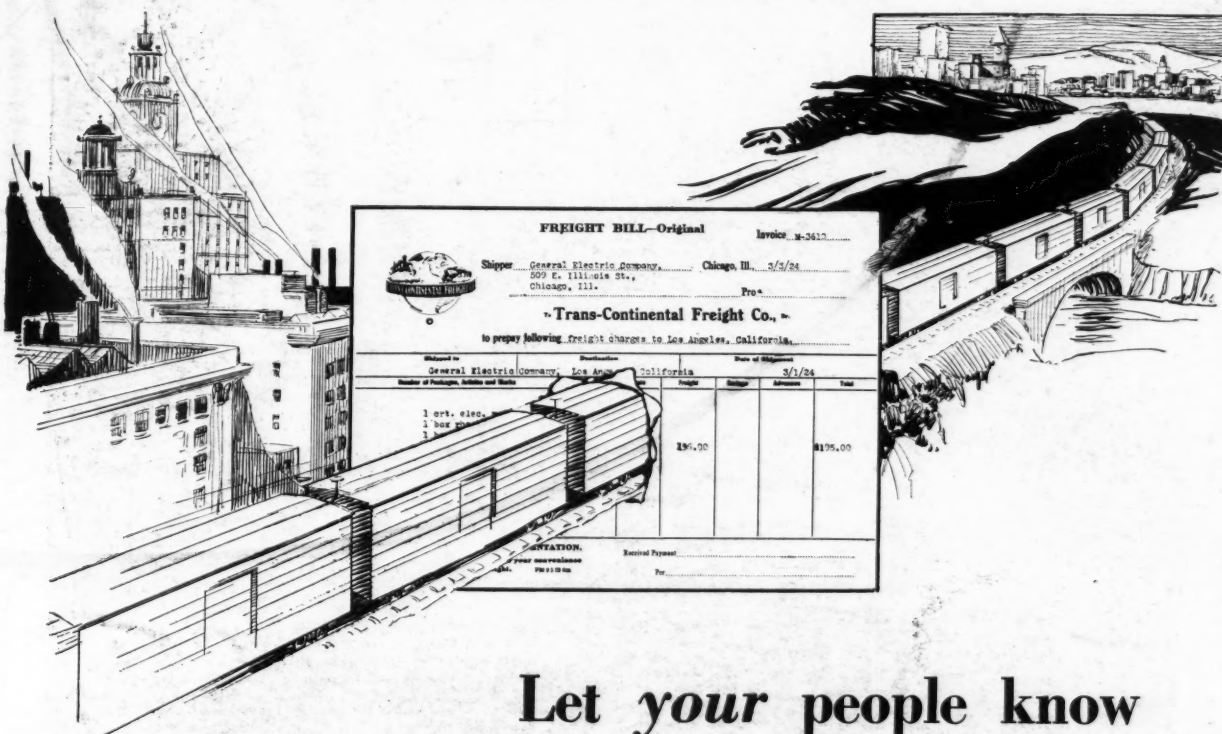
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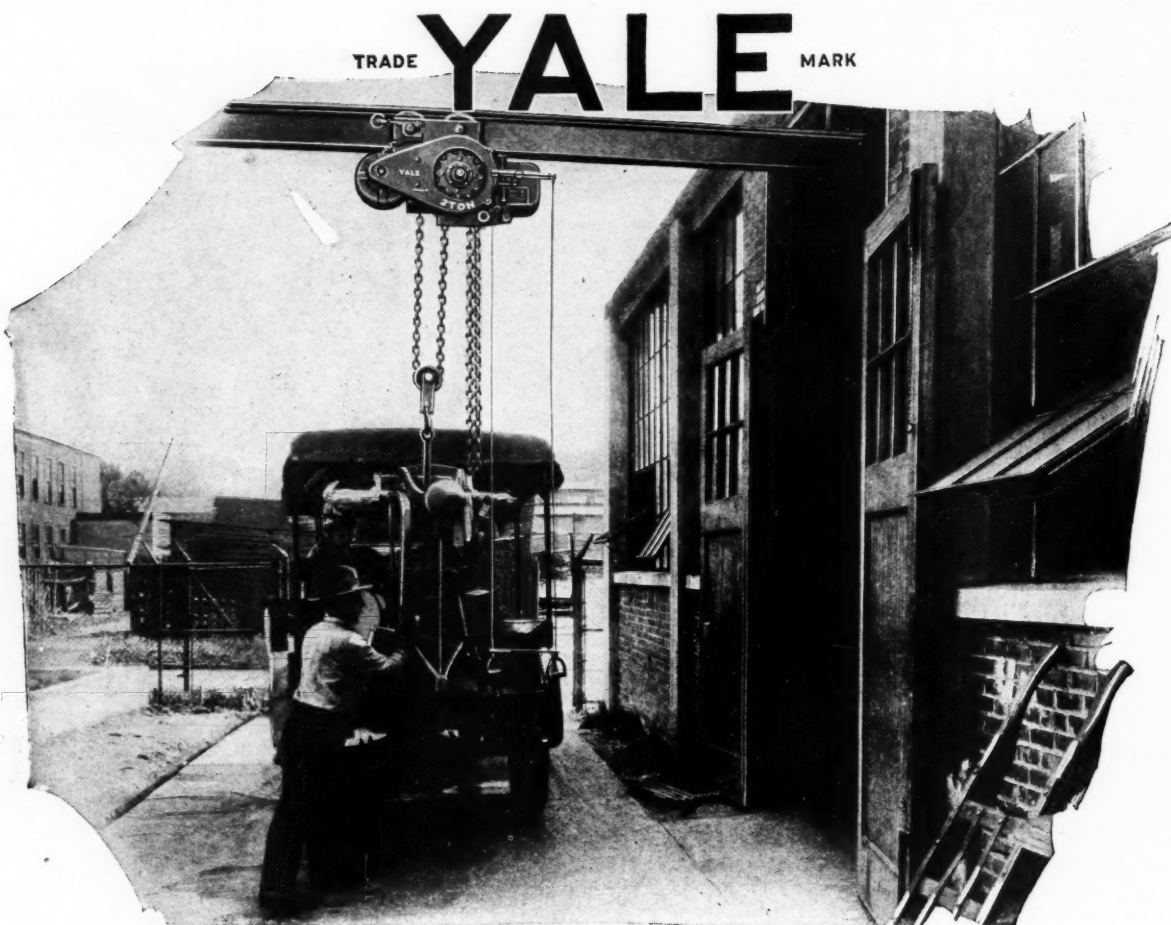
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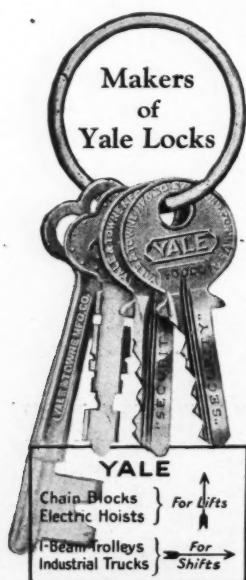
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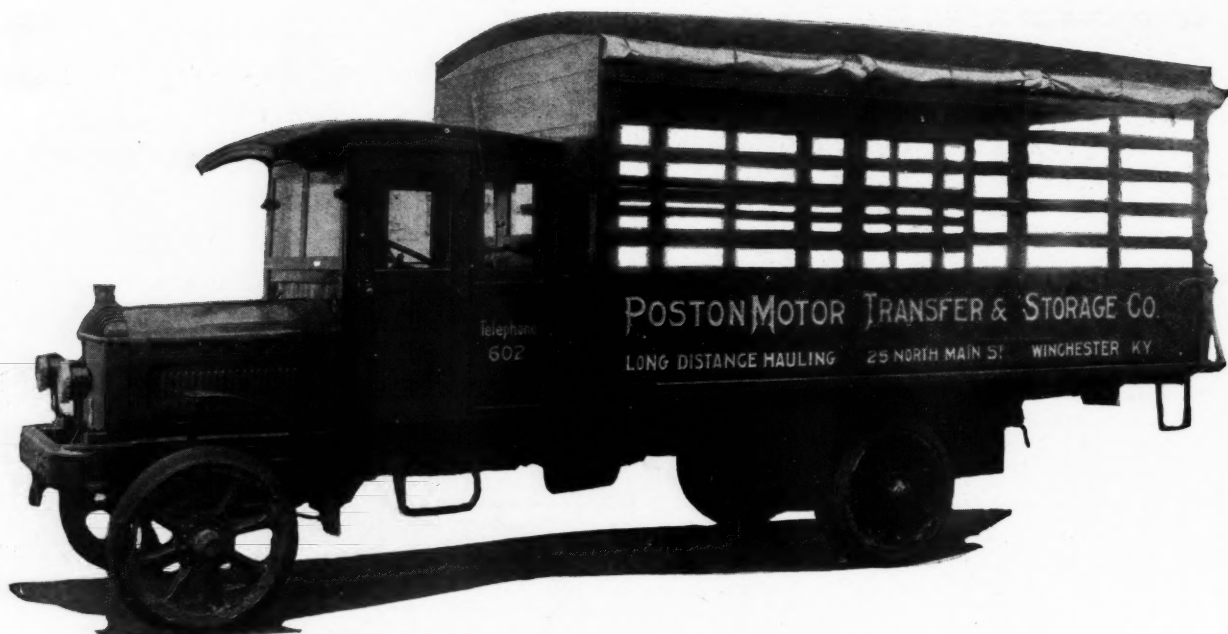
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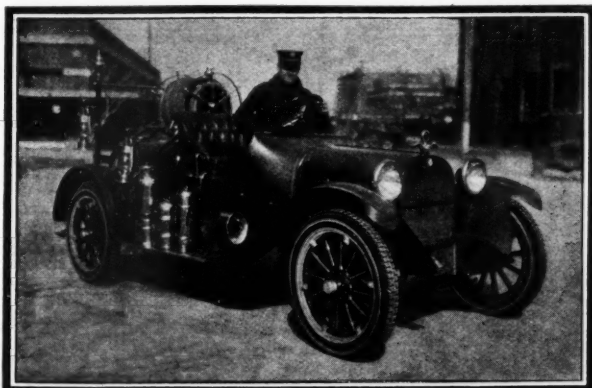
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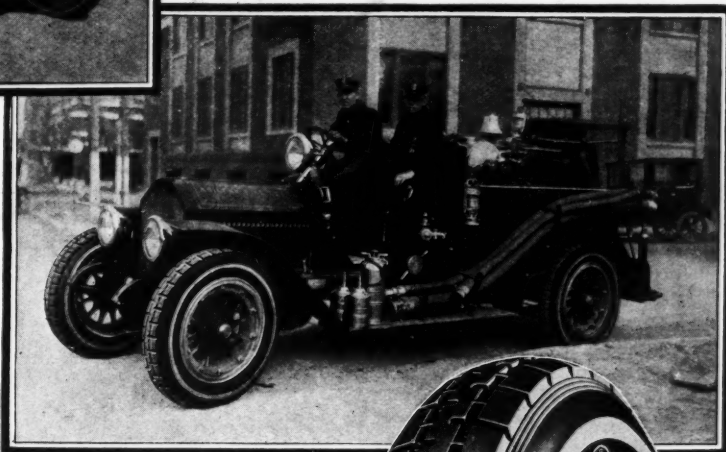
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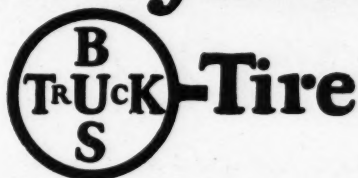
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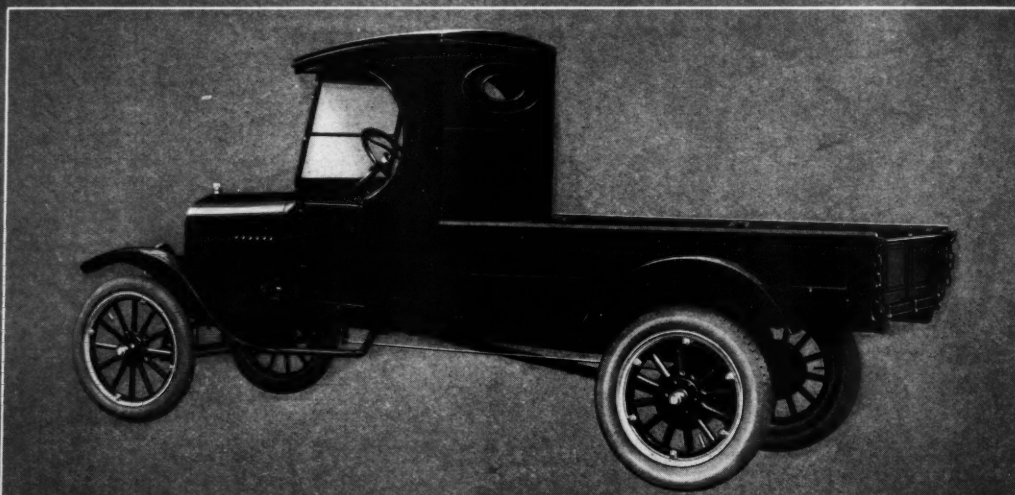
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No. 4

Recent Developments in Scientific Rate Making*

By CHESTER B. CARRUTH

Actuary, Illinois Association of Warehousemen

I FIND myself once again on the firing line with orders to agitate the ether with a few verbal shots on the subject of scientific rate making, at the same time introducing for your consideration certain recently developed features that have been embodied in the package rate tables accompanying the rating system being developed by the Illinois Association of Warehousemen.

Illinois has a warehousing fraternity that is energetic, progressive, keenly alive to the manifold problems that confront the industry, earnestly desirous and fully determined to solve them; cognizant of the fact that rust means rust and rust means disintegration; and, consequently, that the life of any industry can be conserved only through constantly striving to reach the ideals which, for us, means "the acme of service at a recompense that shall be fair and just, alike to our customers and ourselves."

Energy must be directed into the right channel. It must be used to build, not to tear down. It must be directed constructively, not destructively. Every act, every

thought, is a boomerang. Many a man who has sought by means of an energy misdirected through destructive competition to exterminate the business of his neighbor, has awakened eventually to find himself hoist with his own petard. All the time he has been placing the skids under his own business and one day, having applied a last gentle shove, he sees it go careening madly down the toboggan chute to the demnition bow-wows. Until comparatively recent times the business world accepted as axiomatic the dictum that "competition is the life of trade" and, sad to say, there are many who still cling to that dogma though there never was a greater fallacy. Competition, as we know it, far from being the life of trade is the exact opposite. It is the death of trade. The life of trade, believe me, is co-operation. Cooperation is not a sentiment but an economic necessity. The welfare of any industry (which must be, of course, reflected in the welfare of its components) depends upon the constant exertion of cooperative energy directed through constructive channels.

EARLY last year the Illinois Association of Warehousemen assigned to its cost finding committee the duty of formulating a rating system which should be constructed along scientific lines yet be practical of operation, and which should comprehend the various kinds of service which its members are called upon to perform. The task has been far from simple, as those who are performing it will readily agree. The work commenced last April and is not yet completed, nor will it be for some

months. But while we are regretfully unable to bring to this convention a complete document, we have managed to bring you the package rate tables which are to appear therein. We hope you will find this little pamphlet not only of interest but of real value. We want you to take it home to your business and bosoms, to study it earnestly and, if you then find it in your judgment worth while and of practical use, to employ it. Thus you will help not only yourselves but your brother warehousemen as well through constructive cooperation.

These tables, which we present for your

consideration, are the result of an analysis of cost data collected over a period of three months in Chicago warehouses, taken in conjunction with the cost-finding experience of other sections of the country covering several years and embodied in the Encyclopedia issued by the American Warehousemen's Association last Summer; together with a careful study of the various tables now in use in different parts of the country, the desire being to develop a rating system that would be scientific yet practical and reasonably simple of operation, and which would overcome, to the greatest degree

*Paper read at Houston convention of American Warehousemen's Association.

possible, the inconveniences and inconsistencies coexistent in all package rate tables in current use.

A radical departure from other systems has been made by using a fixed series of weight steps about which revolve the rates for the various classes. In other systems, where the opposite arrangement obtains, a movement in class does not always bring about a change in rate. The new arrangement eliminates this inconsistency. Flexibility is acquired by placing each class 20 per cent in advance of the next preceding class, a principle found in the A. W. A. system but a departure from the progression of multiples of 20 per cent above a given base found in the rigid tables of the various mid-continental systems.

Another feature is the introduction of decimal rates, a radical step, it is true, yet we believe them to be more scientific than, and quite as simple of application as, the time-worn fractional rates now in general use.

Proper modification in rate for decreased pile height has been provided for by inserting under each class in the storage table the corresponding determining pile height limits.

Lastly the separation of storage and handling tables permitted the latter to be developed in accordance with our handling cost curves and thereby to simplify classification as well as to make for more nearly correct rates. The alternative use of a single table for both storage and handling makes necessary the utilization of several classes in order to rate packages of varying weight though similar density by reason of which, apart from the inconvenience of method and complication of system, there is always opportunity for inconsistencies in the resulting rates.

From the very considerable amount of handling cost data, collected during the last five years from many sections of the country, much valuable information has been acquired. Among the many important things that we have learned, one of the most important is that the cost per cwt. of handling a commodity of a given density varies with the weight of the packages containing it. It seems to me, therefore, that there should now be a universal recognition of that law in the quoting of handling rates and that the practice that obtains, in some quarters, of quoting rates on a tonnage basis, without regard to the weight of the package, should be discontinued.

To assume, for instance, that sacks of flour can be handled at a uniform cost per ton regardless of whether they weigh 24½ pounds, 49 pounds, 98 pounds or 140 pounds, is wholly contrary to cost-accounting experience.

There are, of course, instances where the complex nature of an assortment of merchandise is such that it is impractical to apply other than a flat tonnage rate; but to continue to base ordinary handling rates on an assumption that is now known to be fallacious, is, in my judgment, to maintain a practice that is archaic, to say the least.

I am not going to take the time to discuss any of the problems that may be

said to form the superstructure of rate-making, such as the treatment of assortment, excess deliveries and so-called distribution. We have not yet come to an agreement in Chicago as to just how we ought to handle them. But I do want to voice a few thoughts on fundamental principles, for after all a clear understanding of them is of primal importance and we cannot stress them too often. What I shall have to say applies generally to all of the existing systems of rate making, although specifically the verbiage will naturally conform to the Illinois system.

Storage is fundamentally a matter of space consumption. Consequently if all commodities were always offered in bulk lots, in packages that permitted of uniform piling and were not subject, in many instances, to certain peculiarities, requir-

required quantity unit. So, then, we are to ascertain first how much space is required to store a given package.

Before proceeding with the prescribed method it will be well to consider certain basic factors which, as it is desirable that universality in practice obtain, must be standardized.

Since any warehouse is limited as to the height of its ceilings and the weight-carrying capacity of its floors, it follows that there must be established a standard floor load and a standard pile height. It has been adjudged that the floor load strength best adapted to the needs of a general merchandise warehouse is 250 pounds per square foot and that the practical limit of pile is, approximately, 7¼ feet, or 87 inches. Hence the basic factors of this system are:

1. A maximum floor load of 250 pounds per square foot, and
2. A maximum pile height of 87 inches.

From these there results a balancing density of 34.56 pounds per cubic foot or, conversely, 50 cubic inches per pound.

With these factors in mind let us consider, as a concrete example, a quantity of cases 24 inches by 18 inches by 14½ inches. If they are piled six high on the 14½-inch dimension, there will result a pile height of exactly 87 inches. A single stack will occupy an area equal to the product of the other two dimensions, which is 432 square inches, or 3 square feet. Now if each of the cases in the stack weighs 125 pounds, there is a total weight of 750 pounds resting on 3 square feet of floor space, or 250 pounds per square foot. Here is the ideal condition resulting from the presence of the two basic factors. There is a perfect balance as between volume and weight. Let us now proceed to apply the foregoing data to the earning requirement.

Let us assume that we desire to earn from each square foot of occupiable floor space 7.5 cents per month. Since we are allowed a maximum floor load of 250 pounds per square foot, it follows that where a package fulfills the maximum floor load requirement the rate must be 3 cents per 100 pounds. An area of one square foot, taken in conjunction with the pile height factor of 87 inches (actually 86.8+ inches), produces a volume of 12,500 cubic inches which, divided into 7.5 cents, results in a rate of 0.0006 cent per cubic inch. The rate balance is, therefore, 3 cents per 100 pounds or per 5000 cubic inches. It will be recalled that the case in our example weighed 125 pounds. At the rate of 3 cents per 100 pounds there results a rate of 3.75 cents for the case. The volume is 6264 cubic inches and the application to this volume of the rate of 0.0006 cent per cubic inch would produce a package charge of 3.7854 cents. If the stack had reached the standard pile height of 86.8+ inches exactly, the resultant package rate would have been, of course, 3.75 cents. The package rate would be identical, whether the weight or the volume had been used to determine it.

Thus far we have been discussing an ideal condition, but one which seldom obtains. As a general rule, a package

THE BACKGROUND

PRESENTED herewith in complete form are the Storage Package Rate Table and Handling Package Rate Table No. 1 and Handling Package Rate Table No. 2, formulated recently by the Illinois Association of Warehousemen.

The cost finding committee of the Illinois association is working out a rating system along scientific lines, and these tables are to appear in the completed document. They were explained in detail at the Houston convention of the American Warehousemen's Association by Mr. Carruth, one of the industry's leading cost accounting authorities, and Mr. Carruth's paper is published on these pages.

This paper is a contribution to the science of rate making for the merchandise warehouseman and deserves thoughtful consideration by all storage executives engaged in this branch of the business.

ing special consideration, it would be a very simple matter to arrive at a proper charge. Unfortunately this ideal situation does not obtain. Nevertheless, if the various determining factors are considered in logical sequence and applied in like manner in each instance, it will be found that the process of rate-making is not so difficult as it may at first appear.

From the foregoing it follows that the first step is to consider the package quite apart from the commodity involved and, furthermore, to view it in the light of an integral portion of a substantial quantity to be stored in bulk. As to what may constitute a substantial quantity need not concern us here as, under this system, that factor is the basis of Rule 6 of the Terms and Conditions, which rule automatically provides for a proper modification of the rate in case the amount offered for storage, or in case the amount remaining (through partial deliveries) in storage, is less than the

The Storage Package Rate Table and How to Use It

The storage rate, insofar as space consumption is concerned, is derived from three factors:

1. The volume of the package in cubic inches.
2. The weight.
3. The height to which the package is to be piled.

A. If it is possible and expedient to pile the package 87 inches or more:

1. Apply the volume of the package to the cu. in. column of the table.
Note the corresponding rate on the same line under class A.
 2. Apply the weight of the package to the lbs. column of the table.
Note the corresponding rate on the same line under class A.
- The higher rate governs.

Example: A case 12 in. x 10 in. x 8 in. weighing 25 lbs. The pile height is 88 in. (11 high x 8 in.)

The volume is 960 cu. in.

1. Applying 960 cu. in. to the table the corresponding rate under class A is found to be .7 cent.
 2. Applying 25 lbs. to the table the corresponding rate under class A is found to be .9 cent.
- The proper charge is .9 cent.

B. If it is not possible, or not expedient, to pile the package 87 inches high:

1. Select the class at the foot of which is the pile height group including the proper pile height figure.
 2. Apply the volume of the package to the cu. in. column of the table.
Note the corresponding rate on the same line under the selected class.
 3. Apply the weight of the package to the lbs. column of the table.
Note the corresponding rate on the same line under class A.
- The higher rate governs.

Example: A crate of machinery 18 in. x 24 in. x 75 in. weighing 730 lbs.

To be stored one high on end.

1. The pile height is 75 in. which is located in the pile height group 73-86 at the bottom of class B.
 2. The volume is 32400 cu. in.
Applying 32400 cu. in. to the table the corresponding rate under class B is found to be 25 cents.
 3. Applying 730 lbs. to the table the corresponding rate under class A is found to be 24 cents.
- The proper charge is 25 cents.

Modification:

The package rate having been ascertained as above may be modified for cause (see Storage Modification Table) by moving one or more columns to the right in accordance with the per cent increase desired (see Table of Earnings and Modification Percentages). Thus the case rate of .9 cent becomes, by moving one column to the right, 1.0 cent (an increase of 20%) while the machinery rate of 25 cents becomes, by moving two columns to the right, 36 cents (an increase of 44%).

Storage Package Rate Table

CLASS		A	B	C	D	E	F	G	H	I
Cu. In.	Lbs.									
500	10	.5	.6	.7	.8	1.0	1.2	1.4	1.7	2.0
750	15	.6	.7	.8	1.0	1.2	1.4	1.7	2.0	2.5
1000	20	.7	.8	1.0	1.2	1.4	1.7	2.0	2.5	3.0
1250	25	.9	1.0	1.2	1.4	1.7	2.0	2.5	3.0	3.6
1500	30	1.0	1.2	1.4	1.7	2.0	2.5	3.0	3.6	4.2
1750	35	1.2	1.4	1.7	2.0	2.4	2.8	3.5	4.2	5.0
2000	40	1.3	1.6	2.0	2.3	2.8	3.3	4.0	4.8	5.8
2250	45	1.5	1.8	2.2	2.6	3.2	3.8	4.5	5.4	6.5
2500	50	1.7	2.0	2.4	2.8	3.5	4.2	5.0	6.0	7.2
3000	60	2.0	2.4	2.8	3.4	4.0	4.8	5.8	7.0	8.4
3500	70	2.2	2.7	3.2	3.8	4.5	5.4	6.5	7.8	9.4
4000	80	2.4	3.0	3.6	4.2	5.0	6.0	7.2	8.8	10.5
4500	90	2.7	3.3	4.0	4.8	5.6	6.8	8.2	9.8	11.5
5000	100	3.0	3.6	4.4	5.2	6.2	7.5	9.0	11.0	13.0
6000	120	3.6	4.4	5.2	6.2	7.5	9.0	10.5	13.0	15.5
7000	140	4.2	5.0	6.0	7.4	8.8	10.5	12.5	15.0	18.0
8000	160	4.8	5.8	7.0	8.4	10.0	12.0	14.5	17.0	21.0
9000	180	5.4	6.5	7.8	9.4	11.0	13.5	16.0	19.5	23.0
10000	200	6.0	7.2	8.6	10.5	12.5	15.0	18.0	21.0	26.0
12000	240	7.2	8.6	10.5	12.5	15.0	18.0	21.0	26.0	31.0
14000	280	8.4	10.0	12.0	14.5	17.5	21.0	25.0	30.0	36.0
16000	320	9.6	11.5	14.0	16.5	20.0	24.0	29.0	34.0	41.0
18000	360	10.8	13.0	15.5	18.5	22.0	27.0	32.0	39.0	46.0
20000	400	12.0	14.5	17.5	21.0	25.0	30.0	36.0	43.0	52.0
22500	450	13.5	16.0	19.5	23.0	28.0	34.0	40.0	48.0	58.0
25000	500	15.0	18.0	22.0	26.0	31.0	37.0	45.0	54.0	64.0
30000	600	18.0	22.0	26.0	31.0	37.0	45.0	54.0	64.0	77.0
35000	700	21.0	25.0	30.0	36.0	44.0	52.0	63.0	75.0	90.0
40000	800	24.0	29.0	35.0	41.0	50.0	60.0	72.0	86.0	103
45000	900	27.0	32.0	39.0	47.0	56.0	67.0	81.0	97.0	116
50000	1000	30.0	36.0	43.0	52.0	62.0	75.0	90.0	107	129
62500	1250	38.0	45.0	54.0	65.0	78.0	93.0	112	134	161
75000	1500	45.0	54.0	65.0	78.0	93.0	112	134	161	193
87500	1750	53.0	63.0	76.0	91.0	109	131	157	188	226
100000	2000	60.0	72.0	86.0	104	124	149	179	215	258
Pile Height, in Inches		87 up	73-86	61-72	51-60	42-50	35-41	30-34	25-29	21-24

Storage Modification Table

1. Value.
2. Fragility.
3. Liability to claims.
4. Small volume.
5. Possible damage to other goods because of leakage.
6. Protection against freezing.
7. Isolation.
8. Attractive to vermin.
9. Hazardous.
10. Malodorous.
11. Dusty.
12. Mussy.
13. Requires access for examination or treatment.
14. Lost space in piling.

Table of Earnings and Modification Percentages

Storage

Moving the classes and pile height groups to the right	Sets the table to earn per square foot	Modifying a rate by	Increases the rate
One column.....	9.0 cents	One class.....	20%
Two columns.....	10.8 cents	Two classes.....	44%
Three columns.....	13.0 cents	Three classes.....	73%
Four columns.....	15.6 cents	Four classes.....	107%
Five columns.....	18.7 cents	Five classes.....	149%
Six columns.....	22.4 cents	Six classes.....	199%
Seven columns.....	26.9 cents	Seven classes.....	258%

for various reasons will, when stacked, fail to comply with one or both of the basic factors.

If our case had weighed 75 pounds, we would have obtained, by applying the weight to the rate of 3 cents per 100 pounds, a package charge of 2.25 cents, and this charge would be inadequate because the amount of space consumed remain unaltered. The pile height factor has been met, but the floor load factor has not. Thus the package rate must

remain at 3.75 cents as determined by the volume.

On the other hand, suppose the case had weighed 250 pounds. We could then pile only three high, since a greater pile height would produce a floor load in excess of 250 pounds per square foot. Obviously a rate of 3.75 cents per package, predicated upon its volume, would be insufficient, since the decrease in pile height, made necessary by the increased weight, has resulted in unusable space

above the stack, and this unusable space the package must pay for. The floor load factor has been met, but the pile height factor has not. Here, then, the determining factor is weight and the proper charge would be 7.5 cents per package.

There remains a fourth condition, namely, where neither the floor load factor nor the pile height factor is met. Let us assume that our cases are fragile, so that it is unsafe to pile them more than

five high. Or, again, let us consider a package whose dimensions are 36 inches by 36 inches by 36 inches, where manifestly a pile two high is the limit, since a third package would produce a pile height far in excess of 87 inches. Or the commodity may be of such a nature that it is not practical, or it is not desired by the storer, that the packages be piled to the theoretical height indicated by the dimensions such as, for instance, crates of linoleum, which are customarily stored one high on end. In such a contingency the rate of 0.0006 cent per cubic inch must be increased in proportion, as the actual pile height is less than the basic pile height factor of 87 inches. And if the weight of the package be such that the resultant floor load is less than 250 pounds per square foot, the rate of 3 cents per 100 pounds must be increased in direct proportion as the actual floor load is less than the basic floor load factor. Only thus do we strike a balance.

Briefly summarizing the foregoing, we may say:

1. If it is possible and expedient to pile a package 87 inches and the weight is sufficient to produce a floor load of 250 pounds per square foot, the rate may be based on volume or weight.
2. If it is possible and expedient to pile a package 87 inches, but the weight is not sufficient to produce a floor load of 250 pounds per square foot, the rate should be based on volume.
3. If it is not possible, or not expedient, to pile a package 87 inches, but the weight is, nevertheless, sufficient to produce a floor load of 250 pounds per square foot, the rate should be based on weight.
4. If it is not possible, or not expedient, to pile a package 87 inches and the weight is not sufficient to produce a floor load of 250 pounds per square foot, the rate may be based on volume or weight, BUT—
 - (a) If volume is used, the basic rate per cubic inch must be increased in proportion as the actual pile height is less than 87 inches.
 - (b) If weight is used, the basic rate per 100 pounds must be increased in proportion as the actual floor load is less than 250 pounds.

So far we have been examining the question of space consumption only. We have now to consider other factors that may have the effect of modifying to a greater or lesser extent the rate as heretofore acquired.

Some packages make for an excessive loss of space in piling and require, therefore, a modification of the rate to meet the minimum earning requirement.

Some commodities have a very high value, or are peculiarly susceptible to claims, or they are of such nature that they may cause damage to, or be damaged by, other commodities through propinquity and must, therefore, be isolated; or they may require special care to prevent freezing or other injury.

All these things must be taken into account in making the rate that is to apply.

As it is highly desirable that time may be saved by minimizing the number of computations entering into the calculation of a rate, as indicated in our general survey, it is essential that we have a properly constructed table.

Upon examination of the Storage Package Rate Table accompanying this system there will be noted, at the left, two

columns of figures, the first designated as "Cu. In." and the second as "Lbs."; and it will be noted further that the relation of the cubic inch figures to the corresponding weight figures is 50 to 1.

Next there is a column of rates headed by the letter A and at the foot of it the basic pile height factor "87 up."

We find the rate of 3.0 cents applying against 100 pounds or 5000 cubic inches, thus introducing the minimum earning factor of 7.5 cents per square foot. The balance between the first two columns of 50 cubic inches per pound, taken in conjunction with the 87 inch pile height at the bottom of the third column produces the first basic factor—the maximum floor load of 250 pounds per square foot.

We have thus far provided for condition 1 of our summary—i.e., "where it is possible and expedient to pile a package

the "space consumption" rate and have another important use, which will appear later.

It is desirable that the relation obtaining between the columns make for practical operation; it is essential that there be flexibility. So the rates in each column are 20 per cent higher than the corresponding rates in the next preceding column, and the pile height groups are proportionately lower.

We have now satisfied condition 3, wherein "it is not possible, or not expedient, to pile a package 87 inches high, but the weight is, nevertheless, sufficient to produce a floor load of 250 pounds"; and we have met condition 4, under which neither the basic pile height factor nor the basic floor load factor is found.

The practical method to pursue, then, is to use class A always to ascertain the rate that would apply if based on weight and to use the class conforming to the actual pile height to ascertain the rate that would apply if based on volume. The higher rate resulting therefrom is the proper one to apply.

The "space consumption" rate once acquired may now be modified, if desired, by the simple process of moving across the table the requisite number of columns. Thus if a package weighing 200 pounds takes under Class A a "space consumption" rate of 6.0 cents, by moving to the corresponding figure in class B (7.2 cents), there has resulted a modification of 20 per cent, while if a farther advance to the corresponding figure in class C (8.6 cents) is made, the rate is modified 44 per cent. A separate table is provided to indicate the number of class advances necessary to modify a given per cent.

The remaining function of the table is to produce rates to earn more than 7.5 cents per square foot, which is accomplished by re-locating the class letters and pile height groups as desired.

Thus, if it is necessary that the table produce rates to earn 9.0 cents per square foot, one need only reset it by moving the series of class letters and the corresponding pile height groups one column to the right.

If moved yet another column to the right, the table is set to earn 10.8 cents per square foot.

A special table is furnished to indicate the number of column movements necessary to produce a given earning.

Handling

AS storage has to do with merchandise at rest, so handling has to do with goods in motion. Under this system the term comprehends the movement of merchandise from the interior of cars or, when received from motor or horse-drawn vehicles, from the tailboard of the truck or wagon to the space in the warehouse upon which it is to be stored; the tiering thereon, and the subsequent delivery to the tailboard of the truck or wagon, or to the car platform.

In our treatment of the storage phase of rate making we found that the logical process was to consider first the package in its relation to space consumption and, secondly, the commodity involved

CONVENTION THOUGHTS

COMMENTING, at the Houston convention, regarding the rate making system being worked out by the Illinois Association of Warehousemen, Roy C. Griswold, Chicago, said that all the commodities covered in the Encyclopedia of the American Warehousemen's Association would be included in the completed tariff of the Illinois body.

George S. Lovejoy, Boston, president of the Massachusetts Warehousemen's Association, suggested that the Central Bureau committee of the A. W. A. iron out the Illinois system and the Central Bureau system so as to avoid the existence of two systems which might retard education of the smaller warehousemen not familiar with the subject generally.

Alluding to the 20 per cent increases shown in the Storage Package Rate Table of the Illinois system, John Bekins, Omaha, president of the Nebraska Warehousemen's Association, urged that 10 per cent increases be substituted.

87 inches high and the weight is sufficient to bring about a floor load of 250 pounds per square foot"; and we have provided for condition 2 as well, since it will be recalled that "where it is possible and expedient to pile a package 87 inches high, but the weight is not sufficient to produce a floor load of 250 pounds per square foot, the rate should be based on volume."

It remains to provide for conditions 3 and 4, "where it is not possible, or not expedient, to pile a package 87 inches high." This is accomplished by providing successive columns of class rates as well as corresponding pile height groups all having a definite relation to the Class A column. These additional columns may be used to perform functions other than the satisfaction of conditions 3 and 4. They may be employed in modifying

The Handling Package Rate Tables and How to Use Them

1. Divide the volume of the package by the weight to acquire the cu. in. per lb.
2. Select Table No. 1 or Table No. 2 according to the type of package (bag, case, bale, etc.)
3. Select the class at the top of which is the cu. in. per lb. group including the cu. in. per lb. figure as computed.
4. Apply the weight of the package to the lbs. column of the table. On the same line under the selected class will be found the rate.

Examples:

A case 960 cu. in. weighing 25 lbs.

1. $960 \div 25 = 38$ cu. in. per lb.
2. The proper table to use is No. 1 (for bags, cartons, cases, etc.)
3. 38 applied to the cu. in. per lb. groups at the top of the table indicates class 1 (—60).
4. Applying 25 lbs. to the lbs. column of the table the corresponding rate under class 1 is found to be 2.0 cents.

A crate of machinery 32400 cu. in. weighing 730 lbs.

1. $32400 \div 730 = 44$ cu. in. per lb.
2. The proper table to use is No. 1 (for bags, cartons, cases, etc.)
3. 44 applied to the cu. in. per lb. groups at the top of the table indicates class 1 (—60).
4. Applying 730 lbs. to the lbs. column of the table the corresponding rate under class 1 is found to be 56 cents.

Modification:

The package rate, having been ascertained as above, may be modified for cause (see Handling Modification Table) by moving one or more columns to the right in accordance with the per cent increase desired. (See Table of Earnings and Modification Percentages). Thus the case rate of 2.0 cents becomes, by moving one column to the right, 2.4 cents (an increase of 20%), while the machinery rate of 56 cents becomes, by moving two columns to the right, 80 cents (an increase of 44%).

Handling Package Rate Table No. 1

For Bags, Cartons, Cases, Crates and Metal Ingots

Cu. In. Per Lb.	-60	61- 72	73- 102	103- 168	169- 288	289- 480	481- 762	763- 1152
Class	1	2	3	4	5	6	7	8
Lbs.								
10.....	1.0	1.2	1.4	1.6	2.0	2.4	2.8	3.4
15.....	1.4	1.6	2.0	2.3	2.8	3.4	4.0	4.8
20.....	1.7	2.0	2.5	3.0	3.6	4.4	5.2	6.2
25.....	2.0	2.4	3.0	3.6	4.4	5.2	6.4	7.5
30.....	2.4	2.8	3.5	4.2	5.0	6.0	7.4	8.8
35.....	2.7	3.2	4.0	4.8	5.8	6.8	8.2	9.8
40.....	3.0	3.6	4.4	5.4	6.4	7.6	9.2	11.0
45.....	3.3	4.0	4.8	5.8	7.0	8.4	9.8	12.0
50.....	3.6	4.4	5.2	6.2	7.5	9.0	10.5	13.0
60.....	4.2	5.0	6.0	7.0	8.5	10.0	12.0	14.5
70.....	4.6	5.5	6.6	8.0	9.5	11.5	13.5	16.5
80.....	5.0	6.0	7.4	8.8	10.5	12.5	15.0	18.0
90.....	5.5	6.6	8.0	9.5	11.5	13.5	16.5	19.5
100.....	6.0	7.2	8.6	10.5	12.5	15.0	18.0	21.0
120.....	7.2	8.5	10.0	12.0	14.5	17.5	21.0	25.0
140.....	8.2	9.8	11.5	14.0	16.5	20.0	24.0	29.0
160.....	9.0	11.0	13.0	15.5	18.5	22.0	27.0	32.0
180.....	10.0	12.0	14.5	17.0	21.0	25.0	30.0	36.0
200.....	11.5	13.5	16.0	19.5	23.0	28.0	34.0	40.0
240.....	14.0	16.5	20.0	24.0	29.0	34.0	41.0	50.0
280.....	16.5	20.0	24.0	28.0	34.0	41.0	49.0	59.0
320.....	19.0	23.0	28.0	33.0	40.0	48.0	57.0	69.0
360.....	22.0	26.0	32.0	38.0	46.0	55.0	66.0	79.0
400.....	25.0	30.0	36.0	43.0	52.0	62.0	75.0	89.0
450.....	29.0	35.0	42.0	50.0	60.0	72.0	86.0	104
500.....	33.0	40.0	48.0	57.0	68.0	82.0	99.0	118
600.....	42.0	50.0	60.0	72.0	87.0	104	125	150
700.....	49.0	58.0	70.0	84.0	101	121	145	175
800.....	56.0	67.0	80.0	96.0	115	139	166	200
900.....	63.0	75.0	90.0	108	130	156	187	224
1000.....	70.0	84.0	100	120	144	173	208	249
1250.....	87.0	104	125	150	180	216	260	312
1500.....	104	125	150	180	216	260	312	374
1750.....	122	146	175	210	253	303	364	436
2000.....	139	167	200	241	289	346	416	499

Handling Package Rate Table No. 2

For Bales, Bundles, Cooperage, Pails, Rolls and Tubs

Cu. In. Per Lb.	-60	61- 72	73- 102	103- 168	169- 288	289- 480	481- 762	763- 1152
Class	1	2	3	4	5	6	7	8
Lbs.								
10.....	1.2	1.4	1.6	2.0	2.4	2.8	3.4	4.0
15.....	1.6	2.0	2.3	2.8	3.4	4.0	4.8	5.8
20.....	2.0	2.5	3.0	3.6	4.4	5.2	6.2	7.4
25.....	2.4	3.0	3.6	4.4	5.2	6.4	7.5	9.0
30.....	2.8	3.5	4.2	5.0	6.0	7.4	8.8	10.5
35.....	3.2	4.0	4.8	5.8	6.8	8.2	9.8	11.5
40.....	3.6	4.4	5.4	6.4	7.6	9.0	11.0	13.0
45.....	4.0	4.8	5.8	7.0	8.4	9.8	12.0	14.5
50.....	4.4	5.2	6.2	7.5	9.0	10.5	13.0	15.5
60.....	5.0	6.0	7.0	8.5	10.0	12.0	14.5	17.5
70.....	5.5	6.6	8.0	9.5	11.5	13.5	16.5	20.0
80.....	6.0	7.4	8.8	10.5	12.5	15.0	18.0	22.0
90.....	6.6	8.0	9.5	11.5	13.5	16.5	19.5	24.0
100.....	7.2	8.6	10.5	12.5	15.0	18.0	21.0	26.0
120.....	8.4	10.0	12.0	14.5	17.5	21.0	25.0	30.0
140.....	9.6	11.5	13.5	16.5	19.5	24.0	28.0	34.0
160.....	10.5	12.5	15.0	18.0	22.0	26.0	31.0	37.0
180.....	11.5	13.5	16.5	20.0	24.0	28.0	34.0	41.0
200.....	12.0	14.5	17.5	21.0	25.0	30.0	36.0	43.0
240.....	13.5	16.5	19.5	24.0	28.0	34.0	41.0	49.0
280.....	15.0	18.0	22.0	26.0	31.0	37.0	45.0	53.0
320.....	16.0	19.0	23.0	28.0	33.0	40.0	48.0	57.0
360.....	17.5	21.0	26.0	31.0	37.0	44.0	53.0	63.0
400.....	19.0	23.0	28.0	33.0	40.0	48.0	57.0	69.0
450.....	21.0	25.0	30.0	36.0	44.0	52.0	63.0	75.0
500.....	23.0	27.0	33.0	39.0	47.0	57.0	68.0	82.0
600.....	26.0	31.0	37.0	45.0	54.0	64.0	77.0	93.0
700.....	29.0	34.0	41.0	49.0	59.0	71.0	85.0	102
800.....	33.0	39.0	47.0	56.0	68.0	81.0	97.0	117
900.....	37.0	44.0	53.0	63.0	76.0	91.0	110	132
1000.....	41.0	49.0	59.0	71.0	85.0	102	122	146
1250.....	51.0	61.0	73.0	88.0	106	127	152	183
1500.....	61.0	73.0	88.0	106	127	152	183	219
1750.....	71.0	86.0	103	123	148	178	213	256
2000.....	82.0	98.0	118	141	169	203	244	292

Handling Modification Table

1. Assortment.
2. Fragility.
3. Liability to claims.
4. Small volume.
5. Size of package.
6. Nature of package.
7. Illegibility of marks.
8. Necessity for special piling.
9. Hazardous.
10. Malodorous.
11. Dusty.
12. Mussy.

Table of Earnings and Modification Percentages

Handling

Moving the classes
and cu. in. per lb.
groups to the right

Increases
all
earnings

Modifying
a rate by

Increases
the rate

One column.....	20%
Two columns.....	44%
Three columns.....	73%
Four columns.....	107%
Five columns.....	149%
Six columns.....	199%
Seven columns.....	258%

One class.....	20%
Two classes.....	44%
Three classes.....	73%
Four classes.....	107%
Five classes.....	149%
Six classes.....	199%
Seven classes.....	258%

with view to a possible modification of the rate. The procedure in regard to handling is quite similar; that is to say, the initial step in the ascertainment of the rate applicable to the handling of a package as such and, subsequently, consideration of the commodity with view to modification of that rate.

Upon analysis of a vast amount of data it appears that there is a fixed relationship in handling cost as between various types of packages and as between divers weights and densities. Briefly summarized it may be said that:

1. Packages fall, in respect to type, into two groups:

- (a) Bags, cartons, cases, crates and metal ingots.
- (b) Bales, bundles, cooperage, pails, rolls and tubs.

While there is a difference in cost as between groups, there is practically no difference in cost as between the types in a given group.

2. The cost of handling packages of a given type varies:

- (a) In accordance with the weight.
- (b) In accordance with the density.

Under this system density is defined as "the relation of volume to weight expressed in terms of cubic inches per pound."

From the foregoing it appears that three factors determine the rate of a package:

- 1. The type.
- 2. The weight.
- 3. The density.

Two handling tables have been devised to provide for the two "type groups." At the left of each table is a column to provide for the weight of the package

to be rated, and across the top are the density groups with corresponding class numbers. The tables are similar to the Storage Package Rate Table in that the rates applying under each class are 20 per cent higher than those of the next preceding class. The relation of each class to package density is reflected in the density groups above their respective classes, and the relation of cost to weight is indicated by the rates applicable to the series of weights in the first column.

Operation of the tables is simple. The first step is to ascertain the density of the package by dividing its volume (in cubic inches) by its weight, the result being the cubic inches per pound; the second step is to select Table No. 1 or Table No. 2, according to the package type; the third step is to select the class above which is the "cu. in. per lb." group, including the cubic inches per pound figure as computed; lastly, to apply the weight of the package to the "Lbs." column at the left of the table. On the same line, under the selected class, will be found the rate.

Having ascertained the package rate, the commodity should be considered with view to modification.

If it appears that the package rate should be modified, it is accomplished precisely as in the case of the Storage Package Rate Table, by selecting the corresponding rate under a higher class.

An advance of one class produces an increase of 20 per cent, an advance of two classes 44 per cent, and so on.

A separate table is provided to indicate the number of class advances necessary to modify a given per cent.

It will be recalled that the Storage Package Rate Table is "set" to earn 7.5 cents per square foot, although other earning requirements may be fulfilled by resetting the table. The rate basis of the Handling Package Rate Tables is predicated on the cost of handling packages of the types included in Table No. 1, weighing 100 pounds and having a density of not more than 60 cubic inches per pound. The tables are "set" on the presupposition that the rate for such packages, as developed by proper cost accounting methods, is found to be 6.0 cents.

The rates applicable to all other packages are in proportion. If desired that they conform to a different basic rate, it is necessary to reset the tables. The process is exactly the same as used for storage, namely, to re-locate the class numbers and their corresponding "cu. in. per lb." groups. By moving them one column to the right all rates are increased 20 per cent; a movement of two columns increases them 44 per cent and so on. A special table is furnished to indicate the number of column movements necessary to increase all rates a given per cent.

I am very glad to be able to come here and, in behalf of the warehousemen of Illinois, to present to the warehousemen of America this contribution to the science of rate-making; and for your patience and kind attention I am deeply grateful.

Amendments to the Uniform Receipts Act Are Proposed by American Bankers Association

A MENDMENTS to the Uniform Warehouse Receipts Act are recommended by the American Bankers Association in its recently-announced program of State legislation for 1924. It is explained to *Distribution & Warehousing* by Thomas B. Paton, general counsel of the bankers' organization, that the suggestions for amending originated with the Commissioners on Uniform State Laws, and that the American Bankers Association in urging the amendments is only carrying out the recommendations of the Commissioners.

In the normal course of legislative activities it is likely that the proposed amendments will come before the law-

making bodies of only eleven of the States this year—Georgia, Kentucky, Louisiana, Maryland, Massachusetts, Mississippi, New Jersey, New York, Rhode Island, South Carolina and Virginia. The Legislatures of the Philippine Island and the District of Columbia (Congress) also meet during 1924. Of the foregoing States, Georgia, Kentucky and South Carolina, together with New Hampshire (whose Legislature holds no regular session this year) have never enacted the uniform Act. The Act has been enacted also in Alaska, District of Columbia, the Philippines and Porto Rico.

It is purposed to amend three sections of the uniform Act, as follows:

Paragraph 20

P ARAGRAPH 20 (or the corresponding provision in the particular State) relates to liability for non-existence or misdescription of goods, and it is purposed to amend it to read as follows:

"A warehouseman shall be liable to the holder of a receipt, issued by him or on his behalf by an agent or employee the scope of whose actual or apparent au-

thority includes the issuing of warehouse receipts, for damages caused by the non-existence of the goods or by the failure of the goods to correspond with the description thereof in the receipt at the time of the issue. If, however, the goods are described in a receipt merely by a statement of marks or labels upon them, or upon packages containing them, or by a statement that the goods are said to

be goods of a certain kind, or that the packages containing the goods are said to contain goods of a certain kind, or by words of like purport, such statements, if true, shall not make liable the warehouseman issuing the receipt, although the goods are not of the kind which the marks or labels upon them indicate, or of the kind they were said to be by the depositor."

The foregoing amendment has already been enacted in California, Colorado and Vermont.

Paragraph 40

PARAGRAPH 40 (or the corresponding provision in a particular State) relates as to who may negotiate a receipt, and it is purposed to amend this paragraph to read as follows:

"A negotiable receipt may be negotiated by any person in possession of the same, however such possession may have been acquired, if, by the terms of the receipt, the warehouseman undertakes to deliver the goods to the order of such person, or if at the time of negotiation the receipt is in such form that it may be negotiated by delivery."

The foregoing amendment covering Paragraph 40 has already been enacted by California, Colorado, Vermont and Idaho. It has been enacted, with slight verbal change, by Massachusetts. And an amendment enacted by Wisconsin authorizes negotiation "*by the owner thereof*" as well as "by any person in possession of the same" etc.

Paragraph 47

PARAGRAPH 47 of the Uniform Act (or the corresponding provision in the particular State) alludes to "negotiation not impaired by loss, theft, conversion, fraud, mistake or duress," and it is purposed to amend it to read as follows:

"The validity of the negotiation of a receipt is not impaired by the fact that such negotiation was a breach of duty on the part of the person making the negotiation, or by the fact that the owner of the receipt was deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress, or conversion, if the person to whom the receipt was negotiated, or the person to whom the receipt was subsequently negotiated, paid value therefor, in good faith, without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress, or conversion."

The foregoing amendment covering paragraph 47 has already been enacted by California, Colorado and Vermont.

Changes Explained

IN a statement on behalf of the American Bankers Association it is explained that these three amendments, together with purposed amendments to the Uniform Sales Act, were recommended for adoption by the Commissioners on Uniform State Laws in 1922. The statement continues:

"The main purpose of the Commissioners was to make warehouse receipts and bills of lading fully negotiable. The amendments to the Uniform Warehouse Receipts Act change such Act to make it conform to such intention. The amendments to the Uniform Sales Act do the same thing with respect to a negotiable 'document of title,' which, under the definition of Paragraph 76 of the Uniform Sales Act, includes both warehouse receipts and bills of lading.

"The Uniform Bills of Lading Act (Paragraphs 31, 38) is inconsistent with the provisions of the Uniform Sales Act as originally recommended for adoption,

since the former makes the bills of lading fully negotiable. The recommended amendments may remove this inconsistency.

"Even prior to the recommended amendments now being considered, the Commissioners modified the Uniform Sales Act so as to afford a partial remedy to the situation with respect to bills of lading, by adding Paragraph 76b which provided in part that the adoption of the Uniform Sales Act should not be construed to repeal or limit any of the provisions of the Uniform Bills of Lading Act. This, however, was not deemed sufficient.

"An additional factor causing confusion which the proposed amendments

**STUDY THE THREE
AMENDMENTS**

IT is with the thought that all warehousemen are vitally interested in attempts to amend the Uniform Warehouse Receipts Act that this article is presented herewith.

Three amendments are purposed by the American Bankers Association, the changes having been originally suggested by the Commissioners on Uniform State Laws.

The Legislatures of eleven States, the District of Columbia and the Philippines hold regular sessions this year, and the enactment of the three suggested amendments — affecting Paragraphs 20, 40 and 47 — is on the American Bankers Association's legislative program before these law-making bodies.

Why the changes are purposed is explained in an accompanying statement by the American Bankers Association.

Warehousemen will do well to familiarize themselves with the suggested amendments. It may be stated in passing that Gardner Poole, Boston, president of the American Warehousemen's Association, has called the situation to the attention of that organization's proper committees.

to the Uniform Sales Act would obviate is that the Federal Bills of Lading Act (U. S. Comp. Stat., 1918, Paragraphs 8604oo and 8604s) is in the same form as Paragraphs 31 and 38 of the Uniform Bills of Lading Act, thus making interstate bills of lading fully negotiable.

"The situation with respect to the amendment to Paragraph 20 of the Uniform Warehouse Receipts Act is different. The amendment consisting of the addition of the italicized words has for its object the making of a warehouseman liable for the acts of one who has apparent but not actual authority to issue warehouse receipts. The intention was to obviate the decision in *Rosenberg v. National, etc., Warehouse Co.*, 218 Mass.

518, 106 N. E. 171, holding that the Uniform Warehouse Receipts Act did not render a warehouseman liable on a receipt improperly issued by an agent where no goods were received, but that the matter was governed by the common law, which is in great conflict on this point.

"This proposed amendment makes the liability correspond with that under the Uniform Bills of Lading Act."

The Wisconsin Amendment

THE statement alludes to the amendment which Wisconsin has enacted to Paragraph 40, authorizing negotiation "*by the owner thereof*" as well as "by the person in possession of the same" etc., and makes this comment:

"When such Paragraph 40 is in the recommended form without the corresponding form of Paragraph 47, the former provides that a negotiable warehouse receipt may be negotiated by 'any person in possession of the same, however such possession may have been acquired,' while the latter provides that the validity of the negotiation is not impaired by the fact that the owner of the receipt was induced to part with possession by fraud, mistake or duress, but no mention is made of loss, theft, etc. In other words, Paragraph 40 in such cases authorizes a thief or finder to negotiate, which is inconsistent with an implied negative in Paragraph 47. It seems reasonable that the positive statement in Paragraph 40 prevails over an inconsistent negative implication in Paragraph 47.

"The conclusion is better supported when Paragraph 40 is originally enacted in the old form and later amended to correspond with the recommended form.

"Notwithstanding the above conclusion, Paragraph 47 should be adopted in the recommended form to remove the inconsistency pointed out and to remove all doubt as to the full negotiability of warehouse receipts.

"The above discussion has no connection with Paragraph 20, which has for its object a purpose other than to render warehouse receipts fully negotiable."

Onan "Safety Saw"

D. W. Onan & Sons, 43 Royalston Avenue, Minneapolis, has put on the market an all-steel portable saw, known as the Onan "safety saw," for use in packing and crating rooms. It is called a "safety saw" because it "cannot be operated with the circle guard." It can be operated with or without motor power, and with a gasoline engine. Prices and descriptions may be had on application.

"Korkseal" Booklet

A booklet describing a simple and economical method of finishing cork board insulation has been issued by Gardiner & Lewis, Inc., 30 Church Street, New York City. The company's product, "Korkseal," is a cold asphalt plaster for damp-proofing and air-proofing cork insulation. Cold storage warehousemen interested in the product may obtain copies of the booklet by addressing the company.

Why the Public Storage Plant Is "A Clearing House of Overhead"

A Talk to National Distributors

By G. H. Anderson,

President, Merchants' Warehouse & Distributing Co., Chicago

THE slogan "The Gateway to Better Business and More Profits For You in 1924" brings the question—"Just what is the logical course to pursue?" Naturally, every progressive business man is vitally interested in increasing sales and profits, thus enabling him to expand in new territories.

In order to develop new fields a number of important items must be considered.

Advertising

ADVERTISING is the only successful way to tell the buying public what you have to sell. Indirect advertising through trade journals and publications is invaluable. What the returns will bring, unless the advertising is keyed, you will never know; but it serves its purpose far beyond our comprehension in returns. It not only keeps before the buying public what you have to sell, but also establishes your name and trademark.

In speaking to a buyer of service the other day he remarked that a representative of a sales organization stated that he did not believe in indirect advertising because his house never knew what the returns from this medium were. Mr. Buyer asked him how it happened that he was calling upon him and why his company was getting business from them; the answer was, "We received a letter from you asking us for a quotation." Mr. Buyer said, "True, but if I had not seen your advertisement your house would never have received that letter and you would not be calling upon us." So it is with thousands of others, and proves the value of indirect advertising.

Direct mail advertising and personal solicitation bring in the orders. Personal contact with the buyer settles and adjusts any complaints or claims without an endless chain of correspondence with the house. A satisfied customer and another order is the result.

Sales Representatives

By a local representative, or distributor, or both, the maximum accomplishment is obtainable.

Constant contact, with the customer and the home office, is a daily requisite.

Elimination of delay for prices, better service, and all the ramifications of a sales department, can be consummated

One of the most important questions that arises is—"What competition must be met?" Analyzing the factors which enter in sales promotion, it is necessary for you to consider:

- A. Advertising to the trade.
- B. Sales representatives.
- C. Transportation facilities.
- D. Spot stocks and distribution.

Without transportation there can be no distribution. All depend on transportation, even our great banking institutions.

Spot Stocks and Distribution

The manufacturer and distributor in order best to serve their trade must seek the proper facilities in a distributing center for carrying spot stocks, thus giving their customers the maximum service.

The best results are obtainable by warehousing their commodities.

The warehousing industry in relation to commerce today is an essential factor—and a revelation from a scientific standpoint—in the handling and distributing of merchandise.

Warehousing has grown to an enormous industry, with up-to-date equipment for handling all classes of merchandise, with rail facilities, and with a working force which is trained, which understands and which is experienced in handling all commodities.

Millions of dollars are invested in this industry, which serves and acts as the stockman for the manufacturer and distributor.

In selecting a warehouse it is essential to investigate its qualifications. Many features that are paramount must be considered to the acclaimed tantamount, and this can be accomplished only by a satisfactory investigation.

To render service you must provide your customer with those things which will give him actual service, value and usefulness.

The following editorial, recently published in the *Chicago Tribune*, emphasizes the urgent need of "spot stocks" at every important point of distribution:

"A new system of merchandising has developed out of the post-war deflation. The retailer has fallen into the habit of small but frequent purchases of goods, compared with the old custom of 'stock-

SELECTING THE WAREHOUSE

THE importance of investigating a warehouse company before placing spot stocks in storage for distribution is emphasized to the shipper by Mr. Anderson in this article.

Stability in prices, purchasing power and a steady flow of commerce are reflected in the economic handling of merchandise—and that economy can be effected, he points out, by using the public storage plant.

with the customer in the same business day.

Transportation Facilities

It is indisputable that the railroads have not kept pace with the growing needs of the country. To rehabilitate will take an enormous expenditure of money, for the building of equipment, terminals, extensions, repairing old equipment, roadbeds, new rails and ties. It is necessary to junk approximately 100,000 cars per annum and, if the same number could be built in the same period of time, it would only offset what had to be scrapped. Less than 50 per cent is being replaced at the present time, and one can readily see that it would take a number of years to catch up to where they ought to be.

What does this mean to our great manufacturing and commercial institutions? Three vital and most important fundamental principles of our commerce must not be lost sight of:

- First, transportation.
- Second, production.
- Third, distribution.

ing up' periodically. He appears determined to keep inventories low and not to speculate either in raw materials or finished goods.

"This new custom has both advantages and disadvantages to general business. It tends to increase the cost of doing business and therefore calls for greater economy and efficiency in wholesale distribution if satisfactory profits are to be made. On the other hand, the system tends to stabilize prices and maintain a steady volume of purchasing power, eliminating alternate booms and depressions and wide swings

from large profits to heavy losses."

This statement is true. Stability in prices, purchasing power and a steady flow of commerce are bound to be reflected in the economical handling of merchandise and distribution.

The warehousing associations have their periodical meetings to discuss current methods of economical handling, to exchange knowledge and ideas, to solve intricate issues of business and banking, which results in beneficial value to our customers and to ourselves.

The warehouses conducting their business on scientific methods act as "A

Clearing House of Overhead." Why? Because all shipping details and overhead are eliminated in the distribution of merchandise.

When selecting your warehouseman let me again suggest: that you be cautious in your investigations of his qualifications to handle merchandise—the facilities he has—the class of service he renders—the type of building—and the insurance rates.

A good slogan: "Select your warehouse as you would your banker, as a warehouseman is a banker of merchandise."

And This Is the Way That May Day Went—in 1866

Moving In and Moving Out Fifty-Eight Years Ago

THE problem of one leasing date a year confronted the moving companies and the public a half-century back into history. In this year of 1924 the Department of Commerce at Washington, and committees representing various warehousing trade associations, are striving to find a solution of the problem.

Fifty-eight years ago this coming May horse-drawn trucks were hired at \$5 an hour, "breakage included," for transporting the people's household goods. Today the motor propelled vehicle has for the most part displaced the equine hauler in this branch of warehousing.

Back in 1866, if published accounts of that period are to be credited, the public's home furniture was more or less smashed up when transferred from one abode to another. At Houston in January of this year the National Furniture Warehousemen's Association's publicity committee declared that the association's proposed periodical

magazine "will teach the public that furniture warehousemen, instead of being a group of unorganized and unaffiliated companies, each actuated solely by individual and selfish reasons, is in fact a highly organized industry, actuated by altruistic motives and guided by the ideal of public service."

These similarities and contrasts, as between 1866 and 1924, may be gleaned by a reading of an article—"May Day, Moving In and Out"—which appeared in the May 12, 1866, issue of *Frank Leslie's Illustrated Newspaper*. Two drawings which accompanied that article are reproduced herewith, together with the text of the "account" of moving as it was purported to be done in those times.

The household goods storage executive of today surely can get at least one smile out of the story which was printed in the Leslie publication, as follows:

"Peculiar in New York"

"OF all the villainous customs that have ever afflicted a people, that of making a single day in all the year the one upon which our dwelling or place of business must be occupied, or delivered up, is the worst. It is peculiar to New York, and for its exemption all other cities may be truly thankful, even though they have nothing else to be thankful for.

"Bright and early the day that is rendered poetical by May feasts and May Queens; by the rich, warm sunshine of spring and the singing of birds, is turned into a pandemonium by the plotting of landlords and the weakness of tenants. On that day our household gods are rudely torn from their shrines, our hearthstones are deserted, and with our worldly property mounted on a truck, hired at the small price of \$5 per hour, breakage included, we start out to find a new resting-place for the soles of our feet.

"But the mere act of moving is nothing. It is like the criminal who is to

be executed. There is nothing in the dying—it is the preparing to die. So it is with moving. It is the preparation, the hunting of all household rubbish from the spots where it has lain concealed and dusty for years. The packing! In boxes, in baskets, in bags and jars! How the mahogany is wrapped in swaddling clothes and the china in straw Alas! to no effect, for the first is bruised and the last broken. How everything is piled so carefully, to be ready for the bearers on the eventful morning, and how all the family sleep the night before—and a good many nights after, for the matter of that—on the floor, because the bedsteads are all taken down, so as to be ready.

Before Prohibition!

"And at last comes the fatal day. Three men, an Irishman, a Dutchman and a negro, are engaged to assist the carman. The Irishman makes his appearance at such an unpleasantly early hour as to lead to the belief that he has not

been to bed at all, and with such an unpleasantly unsteady gait as to suggest fearful visions of his usefulness; visions which are presently illustrated by his missing step and bringing up in a sitting position in the area, from which he cannot be got to budge until he is assisted by the police an hour or two later, when he is found in a solidly somnolent condition. The Dutchman and negro arrive about eight o'clock, an hour after the carman, and then comes the tug of war. The negro never does anything without noise; the Dutchman, on the contrary, is quiet, sleepy and stolid, disappearing every half hour and coming back around the corner wiping his mouth and smelling strongly of beer.

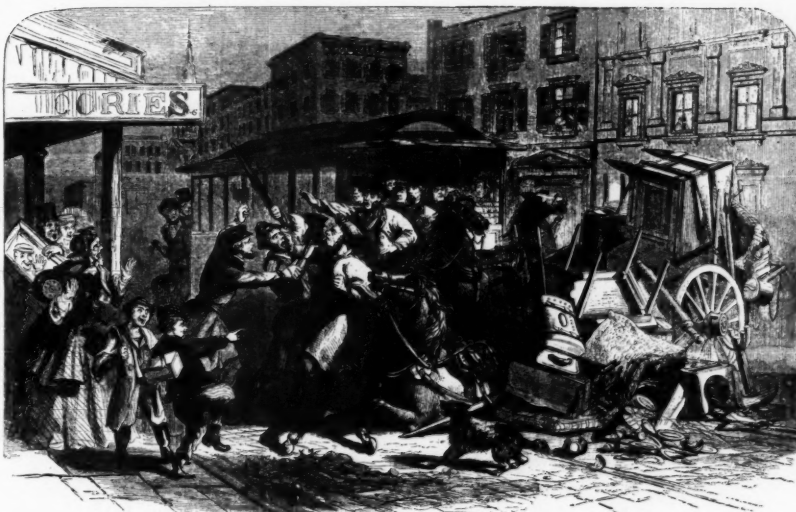
"Chairs and tables are ruthlessly seized and hurried downstairs. Boxes are dragged with a heavy thump from step to step, and looking-glasses are rushed through space at a rate that forbids collisions, with safety. Before you have had time to breathe 'the other family' shows

itself and crowds the hall, the stairs, and the stoop with their own traps. A piano is trotted into the hall and set up in such a way as to monopolize that thoroughfare and cause a collision between the rival helps, to your damage—one mirror and a full chamber set gone to the demnition bow-wows, and making it necessary that you should personally throw yourself into the breach, to put a stop to threatened bloodshed.

"And still the crash goes on. People slip downstairs with heavy loads and land at the bottom a total wreck; and people slip upstairs and pick up unconsidered trifles, which they throw out of the window to waiting pals below, while still other people do other things quite as unpleasant and unprofitable, but which it is impossible to help on this day; perhaps they even can't help it themselves.

"Caesar's Bread"

"And this is the way a May day goes. Noise, dust, crash and confusion. Broken furniture, smashed china, punched pictures and muddy beds mark its career, until at night you gather the family



The caption writer on "Frank Leslie's Illustrated Newspaper" back in 1866 described the above sketch as "The First of May in New York City—Moving Out"



And this one "The First of May, New York City—Moving In"

Death of George A. Howell

George A. Howell, president of the Howell Warehouses, Ltd., Toronto, Canada, died on Feb. 6 after a lengthy illness which compelled him to forego attending the Houston convention of the American Warehousemen's Association. He was a member of the A. W. A., the Canadian Storage and Transfermen's Association, and the American Chain of Warehouses, and was founder and a member of the Central Canada Warehousemen's Association.

Mr. Howell was one of the first presidents of the Canadian Club of Toronto; served two years as a director of the local Rotary Club; organized the Young Men's Board of Trade, a movement of benefit to hundreds of young business men of his city; and was identified with the Federation for Community Service and other civic bodies.

**"Duat" Is the "World's Smallest" Industrial Truck,
Tractor and Crane**

SO small that it can turn around in a box car, the "Duat," claimed to be the tiniest industrial truck and tractor ever built, is announced by the Clark Trutractor Co., Buchanan, Mich., manufacturers of gasoline industrial equipment.

The machine is a compact gasoline-powered mobile crane, truck and tractor. It pivots on one wheel and has a turning radius of only 52 inches. (See illustration on page 28).

The "Duat" tows from 7 to 10 tons, or from 1 to 20 trailers, depending on condition of floor or yard. A 1-ton crane may be attached without the use of tools in less than five minutes, converting the machine into a mobile crane, and

chickens together to consider supper and a spot to roost. In this moment it is found that the basket in which Cæsar and his fortunes were, or Cæsar's bread and butter, which is all the same, is missing. Not a bit of cold meat or a slice of the staff of life is to be found, and there is nothing for it but that Paterfamilias must go out foraging; and go out he does—though by this time it is raining quite smartly—and after an hour he returns, soaked, with bread, butter, smoked beef, cheese, and such other delicacies as can be found in the usual round of Dutch groceryism. In due time the supper is devoured, hunger supplying the sauce, and amid the débris of furniture and mixed up generalities, one after the other of the family is stowed away, so ending May day, though not so ending their troubles. Next comes cleaning, putting down carpets, putting up bedsteads and hanging curtains, until at last if the family is settled and over the fatigues of May day on the first of June, they have done well and should congratulate themselves."

this crane attachment will list and carry loads up to 2000 pounds. A brake device permits the load to be carried at any height up to 56 inches, and the load may be lowered at will.

The machine has been designed for loading and unloading box cars, for lifting and towing loads through narrow aisles and for inter-plant haulage.

Like other Clark products, the "Duat" is of 3-wheeled construction. Ample traction is provided by 16-inch wheels equipped with 3½-inch solid rubber tires. The machine has a wheelbase of 40 inches with a tread of 33 inches. A brake beneath the driver's seat automatically stops the machine when the driver dismounts, which is a safety factor.

The Warehouseman's

Distribution Pickle Comes in 29 Varieties*

Some Thoughts on Charging for Pool Car Handling

By ANSON M. TITUS,

Secretary, Massachusetts Warehousemen's Association

WE are a nation of specialists and each individual in the main produces only one thing. We enter into quantity production of our specialty and are obliged to exchange the surplus for the necessities which we do not produce. Commodities are transported from one section to another. Change in ownership takes place. Seasonal goods are stored for later consumption. The warehouse is one link in the chain for the distribution of products between producer and consumer.

Of necessity some products enjoy greater demand than others. They are created in bulk, transported in bulk, consumed in bulk. On the other hand there are many things that are created, transported and consumed in relatively small quantities.

This last group, because of its limitations, presents the problem that is immediately before us. The interested warehouseman recognizes his portion of the work as Pool

Car Distribution and his task is to find an economical process for distribution of small quantity lots of goods that will approach the unit cost for larger quantities.

You are undoubtedly familiar with the practice of pooling several small shipments in order to enjoy a full car-load freight rate. Let us as warehousemen begin our study when that car arrives at its destination. The simplest condition would be to back a truck to the car door, unload the contents, and haul them away, but that never was and never will be Pool Car Distribution. We must remember that from its nature the car contains several shipments and probably several kinds of commodities, each of which may require a special service.

From the warehouseman's standpoint we must determine what are the limits of distribution and beyond which, if extra or special service is required, an extra or special charge should be made.

Questionnaire Returns

LAST spring, as secretary of the Massachusetts Warehousemen's Association, I sent out a questionnaire to learn the practices and methods of handling pool cars and I received replies from nearly every section of the United States. Upon analysis I found that somebody, somewhere, did twenty-nine different kinds of work and included them under the heading of distribution.

The only man that has more varieties is our friend Heinz, but the *Distribution Pickle* is of almost as great magnitude.

Of course some of these varieties have a resemblance but there is a distinction. Listen to the list.

1. Handling from car to truck.
2. Handling from car to platform.
3. Handling making separations.
4. Handling platform to wagon.
5. Delivery for C.O.D. express.
6. Delivery for C.O.D. parcel post.

*Paper read at Houston Convention of American Warehousemen's Association.

CHARGING FOR POOL CARS

SUGGESTION that "a pool car distribution charge should be read directly from the warehouse tariff and should consist of the first month's storage rate plus the handling rate" is urged in this talk directed by Mr. Titus to merchandise storage executives who do a pool car distribution business.

Mr. Titus points out that warehousemen throughout the country are doing twenty-nine different kinds of work in handling pool cars, and mentions four essential elements upon which to base such distribution.

Uniformity of method of charging for handling pool car will benefit both shipper and warehouseman. Read Mr. Titus' paper explaining why.

7. Delivery for parcel post insured.
8. Notification of consignees by telephone.
9. Notification of consignees by U. S. mails.
10. Checking consignments.
11. Arranging for drayage.
12. Arranging for reshipment.
13. Making bills of lading.
14. Marking or tagging.
15. Billing and accounting.
16. Collections.
17. Clerical work. Receiving and delivery records.
18. Claims against carriers.
19. Payment of duty on import goods.
20. Pro-rating freight and warehouse charges.
21. Paying freight.
22. Drayage.
23. Weighing.
24. Moving goods from open platform to shelter in bad weather.
25. Goods returned for non-delivery.
26. Variation in number of packages per car.

27. Variation in number of consignees or separations.

28. Use of space free time, 24 or 48 hours.

29. Recoopering damaged containers. A further examination of these replies revealed certain elements in common which were essentials:

1. A proper space for doing the work.
2. Labor of car unloading.
3. Checking and assorting.
4. Responsibility and service.

These four items comprise the base upon which Pool Car Distribution is built. Anything beyond these four requirements may or may not be necessary, all according to the circumstances. Some examples:

Drayage is often done by the purchaser himself. This would eliminate the delivery from the warehouse.

Tagging or marking is sometimes done by the producer, sometimes by the distributor, and sometimes is not required at all.

Billing and collections are dependent upon the selling organization available at the point of distribution.

But all these services should be provided for the customer if required and should be stipulated in the Terms and Conditions of the warehouse.

There have been a number of times in my life when I have wished I were twins and this is one of them. Having related the experience as secretary of the Massachusetts Warehousemen's Association I must now be translated to my capacity [cost accountant] with the Quincy Market Cold Storage & Warehouse Co. of Boston. Here Distribution

of Pool Cars is recognized distinctly as a warehouse service.

The railroad sidetrack runs alongside the warehouse. On the other side of the track opposite the building has been erected a distribution platform, and on the far side of this is space for a driveway where teams and trucks may receive delivery of packages. The entire space is protected from the elements by shed construction and makes an ideal space for conducting this class of work.

Numerous tests have shown that about 600 square feet of platform space is required for the proper assorting and checking of the average pool car. This space must be in readiness upon arrival of the car and, allowing for the forty-eight hours' free time granted the consignments, the delay in arrival of cars, leftover lots, shifting of cars and other contributing causes, it has been found impractical to handle more than five cars per month in the same unit space.

Encyclopedia a Guide

Now if you will turn to that good book, the A. W. A. "Encyclopedia," which every real warehouseman should use as his guide, you will find that a lot unit of merchandise from our standpoint is the amount that can be stored upon 120 square feet of floor space, and that the unit storage time is one month.

With this information in hand we can form an equation in which 600 square feet for 1/5 of a month equals 120 square feet for one month.

Does this not at least give us the inference that distribution space charge should equal storage space charge?

Upon analyzing the car unloading and assorting, twenty-six pool cars selected for uniformity of package gave an average labor cost of 81.2 per cent of previously determined warehouse handling costs for corresponding packages. The proximity of these two labor costs immediately suggests the "Encyclopedia" handling classification, and I have found, upon application of rates determined through its use to mixed pool cars, that the percentage is even closer to the 100 per cent that would indicate perfect alignment.

My suggestion is this, that a Pool Car Distribution charge should be read directly from the warehouse tariff and should consist of the first month's storage rate plus the handling rate. Then the distribution rate would cover the car unloading, the labor and clerical work of assorting, a protected space for doing the work, and the integrity and responsibility of the warehouseman as agent.

You will possibly ask yourself where an *economic* solution comes in and the answer is:

The discovery that the warehouseman is the best equipped intermediary between producer and consumer, and in the Distribution of Pool Cars the owner gets:

First, Lot unit warehouse rates on small lot business.

Second, Full carload freight rates on less than carload shipments.

Third, He gets the work done right.

And the warehouseman gets equitable payment for his work.

Accuracy and Speed in Handling Merchandise Are Dependent on Adequate Lighting of Warehouse

ADEQUATE light, both natural and artificial, is as essential in a warehouse as in an office or factory, M. B. Bowen of the Midland Warehouse & Transfer Co., Chicago, writes in the *Central Manufacturing District Magazine*, the official publication of the Central Manufacturing District of Chicago.

"While the work performed in a warehouse is not as close or confining as that performed in an office, or as hazardous as some factory work," Mr. Bowen continues, "the accuracy and speed with which merchandise can be handled is as much dependent upon proper and sufficient light as upon suitable equipment.

"Adequate light reduces labor cost by increasing the volume of merchandise that can be handled due to the ease with which checking, sorting, and piling is performed, decreases the number of accidents, and increases the efficiency and the morale of the workmen, with a resultant decrease in labor turnover. It also has its effect on claims by reducing to a minimum those which develop from incorrect checking and shipping, those caused by damage from breakage, and those created by water damages which

could not be detected if merchandise was stored in improperly lighted rooms.

"The Midland Warehouse & Transfer Company has given this matter proper consideration in the construction of its warehouses. The warehouse at Fifteenth Street and South Western Avenue is divided into three large units separated by courtways which provide ample light and ventilation on all four sides of each unit. The wall area given over to steel window sash is greater than the blank wall space in which the sash is set. High ceilings allow full sweep of light provided by this large window area.

Aiding Natural Light

"In order to obtain full benefit from the natural light, all walls, ceilings, and posts have been sprayed with either cold water paint or whitewash, and even elevator shafts have received the same treatment.

"Sufficient electric wiring has been installed to take care of all warehousing or office requirements desired.

"A large variety of merchandise is stored in Midland warehouses, and lighting arrangements are made in accord-

ance with the manner in which it is handled. Ceiling lights, as a rule, will give ample light for the handling of merchandise piled or stacked, while drop and extension cord lights are used where merchandise is stored in shelves or bins.

"The distributing power of light is reduced to a great extent by dirty globes and fixtures, and for this reason Midland fixtures and globes are cleaned regularly so as to obtain the full benefit of the candle power used.

"A check on the amount of the current consumed is accomplished by having sub-meters in each unit of the warehouses, and unusual readings in any one unit immediately are investigated.

"Electric light switches are so arranged that it is not necessary to illuminate an entire unit when light is needed in only one section, and the use of pull-chain sockets effects large savings in current when operations are confined to single bays.

"Lights governed by the same switches run parallel insofar as possible with the windows, so that as darkness approaches it is necessary to light only those globes that are farthest from the windows."



Beneath the seats in this concrete baseball grandstand—home of the Athletics of the American League—the North Philadelphia Storage Co. and the Whitmore Piano Co. occupy storage and sales space. Where two automobiles stand, center, are the offices of the warehouse company and rooms of the piano firm

Doing \$75,000 Worth of Business Yearly as a Side Line

To Household Goods Storage Business

By K. H. LANSING

DOUBTLESS the idea of conducting a side line business in connection with the household goods warehouse has entered into the planning of most furniture storage executives at some time or another, but it is probable that none of them has carried out such an idea any more effectively—and profitably—than has W. A. Whitmore, founder and president of the North Philadelphia Storage Co., Philadelphia.

Mr. Whitmore is operating a notably successful piano business in a plant which covers two city squares—and it is a plant possessing a location which is perhaps unique. It occupies the under-section of the huge con-

crete fireproof grandstand of Shibe Park, home of the Athletics of American League baseball fame.

Cornelius McGillicuddy, known in sporting annals as Connie Mack, whose name is inseparably identified with the Philadelphia Athletics and Shibe Park, was until a few months ago engaged in the business with Mr. Whitmore.

It is interesting to learn that this warehousing concern was started on a shoestring—and that in 1922 the subsidiary piano branch—the side line—did upwards of \$75,000 worth of business, and this figure was considerably exceeded during the past year.

IN a little building in another part of Philadelphia, some years ago Mr. Whitmore started his warehouse business. He had previously rented a horse and wagon, and after awhile he was able to buy the rig. By dint of continuous hustling and personal service he was able to accumulate enough money to add first one

truck and then another. He was now able to handle more business effectively and his trade steadily increased.

One day Mr. Whitmore was driving by the handsome structure that is Shibe Park's grandstand building and he noted its substantial concrete underpinning and its roominess between foundation and up-

per flooring. The thought came at once to him:

"With all that space and such solidarity of structure, why wouldn't that make a splendid furniture storage warehouse?"

Before the vision had faded Mr. Whitmore presented his plan to the Shibe Park authorities and persuaded them that

here was novel idea, worth a great deal in dollars and cents if properly carried out.

That was when he made warehousemen out of "Connie Mack" and associates—a fact never generally known, even in the sporting world.

Mr. Whitmore established the warehouse business under the big grandstand as soon as possible, and from time to time has built floors and added space under the seats of the baseball fans, until now the company has many rooms in three stories and upward of 75,000 sq. ft. of floor space. The business was reorganized, after Connie Mack's withdrawal, with W. A. Whitmore as president, W. H. McLaughlin as vice-president, and C. A. Fitzpatrick as secretary and treasurer.

Believing that "a good thing is worth passing along," Mr. Whitmore has been willing to give out to the trade the essential points in building up his big side line in pianos, even offering to give minute details to any furniture warehouseman as to how success may be attained in this branch, for he thinks that if the plan were generally known, many another warehouseman could avail himself of such an opportunity. He is also of the belief that in other cities where there is much space beneath grandstands and stadiums a chance offers for alert warehousemen to obtain substantial quarters at a reasonable rate.

There are several phases to the business of the Whitmore Piano Co., as this subsidiary of the warehousing concern is known. It buys, sells and manufactures new pianos, reciprocating pianos and piano-players, and it also buys and sells used pianos and piano-players. Pianos and piano-players also are rented to patrons, and both rental and partial payment plans provide for the payment of \$5 a month. A rented piano may be purchased or exchanged and the amount paid in rent may be applied toward the purchase price under these liberal terms.

The piano sales department, which is in the central front portion of the Shibe Park building, at Lehigh Avenue and Twenty-first Street, is provided with a window display and signs, and is open day and evening for the sale of new pianos. Some fifty different makes are shown and the company usually has in stock about sixty instruments at a time, affording an attractive selection, from uprights to grand and baby grand types.

Used pianos are obtained through storage customers, many of whom sacrifice instruments when about to move away from the city, or who order the goods sold to liquidate their bills. Other used instruments are obtained through advertising. Frequently pianos of this kind are standard makes of world-wide reputation, not a few of them like new. And it is surprising how cheaply good pianos may be purchased by the warehouseman. Some of them are secured for \$25 and some of them hardly cost anything, and yet, when reconditioned in the company's shop under the hands of expert cabinet makers and tuners, their value is at once apparent and they are resold at a profitable figure in virtually every instance.

MAKING PROFITS "ON THE SIDE"

IT is not generally known that Shibe Park, the home playing field of the Philadelphia Athletics of the American League in baseball, has a grandstand the interior of which is a household goods warehouse. Under the seats from which the fans cheer and boo Connie Mack's hired players is storage space.

This storage space is used in part for a warehousing side-line—purchase and disposal of used pianos, piano-players and phonographs—by the North Philadelphia Storage Co. It is a \$75,000-a-year side-line. Mr. Lansing tells about it in this article.

The company has a slogan—one of many, for Mr. Whitmore and his associates are quick to see the publicity value of a good slogan—which says: "A good used piano is better than a poor new one," and this they take care to emphasize at the right time and place.

The warehouseman who plans to start a piano business as a side-line can watch the newspaper advertisements of persons offering pianos for sale and have an expert piano man, who can estimate, call on them; or the warehouseman can advertise for used pianos. At any rate, it is not a difficult matter to get them, and at reasonable prices. He is quite sure to have some of his storage customers willing to sell.

Once started with a good stock of used pianos, the selling of them is a comparatively easy matter for the alert ware-

houseman, according to Mr. Whitmore.

"We are selling pianos and piano-players daily, as rapidly as we can handle them," said Mr. Whitmore. "Business is now increasing and is very good."

The house has an extensive range of patronage. Sometimes the wealthy who are good judges of musical instruments prefer to buy of the storage warehouseman than to pay new piano prices at the big downtown stores.

The Whitmore Piano Co. advertises liberally in the local newspapers, using both display and classified advertisements. These "ads" draw particularly well. When advertising for sale new pianos only, which occasionally is done, the telephone number of the company, but not the storage warehouse end of the business, is featured.

Then there are advertisements which announce that "The Whitmore Piano Co. has arranged with the North Philadelphia Storage Co. to dispose of about fifty makes of stored pianos, authorized by owners to be sold for storage charges."

There are frequent sales of these stored pianos; and every three months the company, which fully realizes the advertising opportunity and power of its large storage vans, has stretched across each side of every moving van a large strip of canvas on which is painted in big letters the sign:

"Warehouse Sale of Pianos and Piano-Players," giving the date and address.

In display advertisements in which used or new and used instruments together are featured for sale, the company is careful to state its rental and partial payment terms of \$5 a month. But there are other means of publicity. "Bargain Bulletins" of pianos, piano-players and phonographs—for the house sells and buys these last-mentioned instruments, too—are sent out frequently to the company's large mailing list and, in addition, are posted at headquarters.



Interior view of the Whitmore Piano Co.'s assembly and repair shop, operated in conjunction with the North Philadelphia Storage Co. Here pianos are tuned, and pneumatic apparatus is used to clean dust from the instruments

where they may be seen by callers. These bulletins are typewritten—as they are too frequently changed, because of the rapid turnover of stock, to be printed—and at the bottom of each bulletin sheet, which is on special stationery headed "The Largest Storage Warehouse Piano Dealers in America," is the following announcement:

"Among the goods in our three thousand storage rooms are many pianos and players. We are asked to dispose of a number of these instruments by our storage customers who are moving from the city, or have given up the idea of ever going back to housekeeping, and are willing to sacrifice at almost any price. We have arranged the terms so these pianos can be bought as low as \$5 down and \$5 a month. Open for piano business day and evening."

Now the company of course knows from its records of storage what customers move from house to house with or without pianos or players; hence it is able to keep close track of persons on this list who may either need an instrument or are possible prospects for one, or who may have one to sell. The information works two ways. Of course, those who have no piano, or player, are promptly placed on the list to receive the "Bargain Bulletins."

Customers who apply for the partial payment privilege state, on a blank form provided for the purpose, whether they are employed or own a business; whether they own property and where it is located, and give other information which is immediately available for credit purposes.

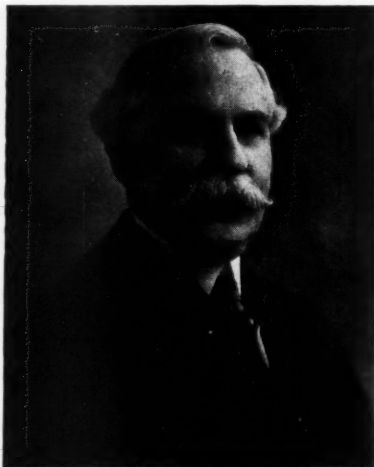
Three piano salesmen are employed to solicit patrons, and these have special cards showing a cut of the Shibe Park building; the announcement that there are on sale "new pianos and players at one-third downtown prices"; the address and telephone number of the company; the information that it has "standard makes forfeited for storage," and the slogan "A good used piano is better than a poor new one."

Especially for business patrons is a card which states: "If you ever find it necessary to engage additional space for the storage of surplus stock, or if you need an extra truck or two during your rush season, we are at your service." While this is aside from the piano end

of the business, it shows how alert the company is to offer its space and equipment through apt suggestions.

The company is strong on cards and stationery of various kinds and for various purposes. On the reverse of one of its cards are shipping directions which prove valuable for the customer.

W. A. Whitmore



Founder and president of North Philadelphia Storage Co. and Whitmore Piano Co.

Some one about the place has a penchant for "versifying" and on cards and letterheads are noted such rhyming legends as the following:

"Where pianos are used,
But are strictly unabused."

"We thrive and we live
By the service we give."

"Storage you require
In a warehouse safe from fire."

"Whitmore Pianos—
Renowned for sound;
Known for tone."

The idea of the rhymes and slogans, of course, is to impress them on the minds of prospects and customers.

Piano-moving, naturally enough, is a feature of the business. Knowing when and where customers move in and out of a place and under what conditions, affords valuable information which may be put to account. The matter of delivery of pianos sold by the company is

not much of a problem, for they are delivered at the company's convenience when the moving vans are through with their regular work for the day. Usually customers are not in such a great hurry for the pianos that they insist on having them at a certain hour.

The house operates in a big radius, selling pianos in New Jersey and Delaware as well as in Pennsylvania.

"This piano side line is a business which storage warehousemen should know more generally about," said Mr. Whitmore. "There is little overhead in connection with it, and if the beginner wishes to borrow money from his bank to carry it on, the customer, through his lease arrangement, pays the interest for him. It is largely an installment business and is sure cash."

"While we employ a collector and a bookkeeper especially for the piano end, it is not necessary for the beginner to do this. He will need at least one cabinet maker for the piano business—we have two especially for this end—but as most warehousemen have a cabinet maker on their staff, anyway, this does not present great difficulties. We employ an expert piano tuner on contract and we have had him three years. He acts also as an appraiser, in which work he is expert."

"We have found it easy to obtain pianos for sale and extremely easy to sell them. We do not find it necessary to keep our pianos in any special temperature, but we cover those in reserve with fleece-lined or rubberized cloth that is sufficiently protective."

The warehousing company has considerable storage space also for automobiles and used household furniture of a general nature, which it sells on a plan similar to that of the used pianos. In the case of automobiles, the dealers or jobbers greatly favor warehouses, which are less risky than garages, for obvious reasons. Even various kinds of machinery are stored in the company's "grandstand warehouse."

While, of course, all storage warehousemen would not care to go into the business as far as manufacturing pianos, players or phonographs, it would be wise for them, Mr. Whitmore thinks, to have a presentable salesroom where callers could examine the different makes at their leisure, under pleasing surroundings.

Household Goods Packing Ticket Standardized by N.F.W.A.

(Concluded from page 14)

complete form for a record from which profits can be computed, losses may easily be entailed."

The standard forms division subcommittee is headed by Earl C. Iredale, president of the Iredale Fireproof Warehouses, Inc., Winnetka and Evanston, Ill., and the other members are F. E. Aaron, proprietor of the Powelton Storage House, Philadelphia; F. L. Allen, president of the California Fireproof Storage Co., Los Angeles, and

W. J. Mitchell, president of Mitchell-the-Mover, Inc., Ithaca, N. Y.

Commenting at Houston on the packing ticket, S. C. Blackburn, chairman of the uniform methods committee and president of the A-B-C Fireproof Warehouse Co., Kansas City, said that the packing department was "the storm center for criticism from the public, and from a competitive standpoint there is less uniformity in the figuring of contracts than in any of our other earning

departments," and that accordingly it was thought advisable "to complete a system of forms and methods of figuring before proceeding to other departments."

Since the Houston meeting information has been sent to N. F. W. A. members by the executive secretary, Henry Reimers, Chicago, saying that copies of the packing ticket may be obtained at his office at \$7.50 a thousand in lots of less than 5000, and at \$5 a thousand in lots of 5000 or more.

TWO BITS

Vol. IV. No. 10

A Bit Here, A Bit There

Gotham, April, 1924

Our Moth Department

FEW problems presented by *Two Bits* have ever aroused such amazing controversy as has the question of how to eliminate the moth evil in H. H. G. warehouses. This fastly-growing publication still has space to devote to an academic discussion of the subject & we hope that our readers, especially the intellectual ones, will give it mental deliberation & let us know if they discover any remedies.

It is all right to theorize, but what the industry wants is something practical.

In our Dec. issue we suggested that moths be equipped with roller skates so they could not cling to grease spots, for it seems that grease spots are where the moths deposit their eggs, if any. In our March issue it was suggested by Mr. Thomas Rott, a Birmingham, Ala., storager, that the moths be crippled by breaking their legs with rolling pins or bed slats.

Has anybody tried out either of these methods? How can the industry expect to eliminate moths if nobody experiments when wise remedies are presented?

A Gotham storager, J. H. P., offers *Two Bits* still a 3d suggestion. It is not for us to say whether it is practical. We cannot undertake to run your business for you—you probably have a hard enough time trying to run it yourself without meddling on our part. If you want any help, call on us, but don't blame us if things go wrong. Well, as to J. H. P.'s suggestion as to eliminating the moth evil, take it or leave it as you please, but here it is:

"Editor, Moth Department, *Two Bits*, Gotham: I saw in your last issue where one of your subscribers suggested using bed slats to get rid of moths. I have a better idea than this and I thought I could sell it, but I like publicity so well that I am going to contribute my idea to your periodical.

"Here is my idea for eliminating moths.

"Now, as you know, appendicitis is a pretty prevalent ailment among human beings but I never head of a case of appendicitis among moths. My idea is to introduce this pestilence (among human) and gold mine (to surgeon) to the race of moths & thereby eventually exterminate them.

"Probably there are a lot of different kinds of appendicitis and I would suggest that the best effect would be brought about by inoculating the critter with galloping appendicitis.

"I have appendicitis myself, but the

surgeon whom I have consulted tell me that it is of the slow-acting kind and thus far is only 14 1/4% developed at the age of 49, much to the disgust of my surgeon.

"If only I had the galloping kind of appendicitis I would be glad to contribute a share of it toward the emancipation of H. H. G. warehouses. But surely an investigation should disclose that somebody in the industry has galloping appendicitis, & some way could be contrived to make use of the disease along the lines suggested."

The foregoing suggestion may open up a new field of medical science. One may conjecture that the day will come when every warehouse will retain its own staff of surgeons & install an operating laboratory next to the packing room. *Two Bits* might even establish a registration bureau for trained nurses.

It would be funny if inquiry showed that moths do not have appendixes.

News Items

Ye Ed. is having a "Hush-a-Phone" installed on his piled-up desk & henceforth when out-of-town storagers drop in & it becomes necessary for us to get in touch with our bootlegger (if any) we can arrange price without being overheard by the storagers & thereby make ourself a good profit. The device ought to pay for itself unless the U. S. Rev. agents read this item & injunction us vs. the darn thing.

Ting-Ling II, A. W. Neal, the Cleveland storager's, Pekingese dog, vacationed at Los Angeles for the Winter & at the Pasadena, Cal., Kennel Club show won 4 prizes in 3 classes, plus a special prize for color, black & tan. Ordinarily *Two Bits* is not a dog paper, but we print this item on a/c A. W. is one of our subscribers, & it helps to fill the page up.

Our Poem Department

(See col. to right for early chapter)

"Character is what you are & reputation is what others think you are." *Two Bits* does not lay claim to having any character, but we have been nearly 4 yrs building up a reputation & we do not purpose to have it besmirched by poetry that is not nice.

This ought to pretty near fill up the page.

Our Poem Department

Nobody has yet contributed us any poems for our Poem Department. It is difficult to fill space all the time with News Items. Everybody should take their pen in hand, or use a typewriter if they know how, & write some good verse for *Two Bits*. *Two Bits* is sent regularly each month to *The Literary Digest* & sooner or later a poet will be developed in our industry & his effusion is liable to be reprinted in *The Literary Digest* & he will become famous in intellectual circles.

Your poem may be O. K. for *Two Bits* no matter how many other magazine editors have rejected your poem. That fact alone makes *Two Bits* a unique publication.

Two Bits is unique anyhow, from the very fact that anybody goes right on reading it mo. by mo. Here we are nearly at the close of Vol. IV & we have not lost any subscribers yet, although perhaps that is due to our sound policy of not making this publication a political publication or a religious publication, which maybe is due to the fact that we are not interested in politics, & religion is too deep for us, though not that we harbor any ill-will vs. either.

Well, to get back to the subject to hand, our Poem Department:

Somebody signing himself, or herself, "Conditional Contributor," assures us that some rythm will be sent us shortly. The letter from "Conditional Contributor" is reproduced herewith, not because it will interest you but because this is the 19th of March & we have got to fill up the *Two Bits* page in a hurry:

"We like the slogan in February *Two Bits*: 'Nobody seems to be contributing anything & we have to write most of the paper ourself.'

"This seems to us a very fine thing, for we've noticed that as a golf player you are a heck of a good editor of *Two Bits* & we are not trying to qualify as 'expert insulters' on this, here, now, golf subject, either. We like the abbreviations and the general get-up of *Two Bits*.

"We are trying our durndest to get together a bunch of rhyming words with the same mileage so we can contribute a 'pome' to *Two Bits* which we hope you will print as we have always had a great desire to see our name under some nice poetry, & this is going to be nice."

If it is not nice, it will not be printed, all are informed who are interested. *Two Bits* has a reputation to sustain.

(Move 1 col. to left, which sounds like a Bekins-Carruth rate guide direction)

Some Thoughts on Proper

Selection of the Delivery Vehicle

Horse? Gas Truck? Electric Truck?

By P. L. SNIFFIN

THE warehouse owner who is successful in selecting the kind of delivery vehicle which can be used most profitably in his individual business is the one who first remembers that the ideal transportation system is the one which shows the lowest cost per unit of work accomplished over a period of years.

"How much work will it do?" "How much quicker will it do it?" "How will it help to expand my business?" "How much will it save me over a period of years?"

These are the big questions when it comes to a profitable selection of delivery equipment.

To ask "How much does it cost?" without digging in and finding out how the investment—no matter what it costs—can be made to turn in a profit, is a short-sighted way of looking at the warehouse transportation problem.

It takes courage sometimes to invest in modern time and money-saving machinery or equipment, even in the face of concrete facts and dollars' and cents' figuring.

Yet it is courage that has characterized the successful business men of today.

It is difficult to place any exact limits on the field of any one type of vehicle or to say within what ranges of distance it may be profitably used. On city work, where stops are frequent, there can be no doubt that the gasoline vehicle is at a disadvantage. Its speed is practically useless, as an electric can, often at lower upkeep and running

expense, cover the ground almost as quickly, if not just as quickly. On the other hand, on long runs where traffic is not congested, and where traffic conditions permit more rapid running, the speed of the gasoline truck, and its ability to cover a wide territory in a given time, is most valuable.

Any basis for a comparison of the three types of route equipment offered to the warehouse owner must finally come to the concrete subject of cost per unit of work accomplished.

We can say that the electric truck, because of the simplicity of its construction, requires less up-keep cost than a gas truck and that its compactness as a unit and low running cost make it more economical than horses when stable costs, feed and all other expenses are considered. We can speak of the adaptability of the horse to any kind of carrying unit, either singly or in multiple teams; we can say that its investment cost is much lower and that horses are more easily disposed of with little, if any, depreciation when they are not needed in the business. We can refer to the dominating popularity of the gas truck and say that there must be an economic reason why so many concerns are using it persistently and with apparent economy.

All three types possess advantages and these advantages distinctly apply to certain individual hauling conditions.

IT will be noticed that many of the larger concerns throughout the country combine all three types in their transportation equipment, dividing their requirements so that they can put electrics on routes arranged to take full benefit of their advantages, and do the same in turn with horses and gasoline trucks. One of the very first essentials of profitable hauling is that the routes should be adjusted to fit the vehicles—not the vehicles chosen to fit the routes.

One noticeable objection to the electric truck in warehousing service, and one which in the writer's opinion has greatly retarded its use, is its inability to carry heavy loads without a severe depletion of electric power. This rapid loss of power is not always restorable at the moment it is needed and consequently many concerns do not consider the electric vehicle as a dependable unit for heavy duty or long distance work. Gasoline trucks, on the other hand, can main-

YOUR BUSINESS AND THE MOTOR TRUCK

THIS is the eighteenth of a series of articles by Mr. Sniffin and sets down an unbiased comparison of the horse, the gas truck and the electric vehicle in relation to such fundamentals as interest on investment, depreciation, insurance, licenses and taxes, upkeep and repairs, equipment expense, drivers' salaries and commissions, etc.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

tain a high speed to the end of a day's work and are still available, if necessary, for long distance emergency service after that.

Road conditions have an important bearing on the selection of a vehicle. Poor pavements and rough roads are generally believed to favor the horse-drawn outfit. Electrics give their best service over roads which are well paved and uniformly level, while the field of the gas truck is ideal when roads are good but not necessarily level.

It is impossible to say in a general way that electrics should be used on routes up to some given number of miles or that horses should be used under any general set of conditions. Nor can we prescribe a definite field for the gasoline truck. Successfully to apply the right type of vehicle to its proper job requires an individual advisement based on individual conditions, no two sets of which are alike. But we can say this: that

the great majority of unsuccessful uses of either electric, gas trucks or horses are due to an inaccurate or insufficient knowledge of the costs that must be included in a comparison.

A concern that uses horses and wagons, for example, very often does not compute its complete costs in putting them alongside the prospective costs of electric or gas trucks. Many items, such as fixed charges and stable expense, may have been habitually charged off to general expense items, whereas they would appear very obviously as a direct expense in contemplating the installation of a new type. Or perhaps certain corresponding charges may be neglected altogether in both types or in all three types and the proportions of these charges to the total cost of their respective types may vary considerably, thus making a true comparison impossible.

Recognizing the importance of an accurate cost analysis, let us outline specifically what costs should be included in the case of each type. The following table will serve this purpose:

Cost Items in Horse-Drawn Equipment

Fixed Charges

Interest on Investment: Compute the complete cost of equipment, including horses, wagons, harness and blankets. Figure half current rate of interest on total sum, usually 3 per cent, as an annual fixed charge, since the item of depreciation constantly reduces the amount of investment.

Depreciation: First ascertain the estimated life of the equipment, preferably in years. Most authorities place the estimated life of a horse at five years, of wagons at ten years and of harness at five years. Thus the yearly depreciation charge would be 20 per cent for the horses, 10 per cent for the wagons and 20 per cent for the harness. Depreciation must be figured on every part of the equipment.

Insurance: Whether or not insurance policies are carried for fire, theft and liability, a reserve should be built up to cover this risk. Where a policy is carried, it is a simple matter to charge the annual premium against the equipment. If a policy is not carried, find out what the premium would be, charge it against the equipment and place it in a reserve.

Licenses, Taxes, Etc.: Any fixed items of expense levied upon the equipment, either by law or by local ordinance, comes under this head and must be considered as an expense against the vehicle.

Maintenance Charges

Stable Expense: If stable is rented, charge full rent and any expense incurred in housing or storing both horses and wagons. If stable is owned, compute the total investment and charge interest on this at 3 per cent a year as above; figure depreciation on complete stable equipment (usually around 5 per cent). Insurance, taxes, heating, lighting, water and stable help are also a part of this charge. An allowance for alterations

and repairs to stable equipment should also be made.

Upkeep and Repairs: Repairs and painting for wagons, harness repair, shoeing and veterinary expense come under this head.

Running Charges

Equipment Expense: If wagons are rented, compute this cost in full as a running charge. Include under "running charges" the items of hay, oats, miscellaneous feed, etc., bedding and such sundry expenses as axle grease, harness, oil, sponges, soap, kerosene for lamps, etc.

Drivers' Salaries and Commissions: This item is self-explanatory and is charged (including bonuses or any special payment plans) usually as a running expense.

Cost Items in Electric Truck Equipment

Fixed Charges

Interest on Investment: As mentioned under horse costs, 3 per cent is charged per year on the complete investment, including complete chassis and body, less the tires and batteries. Tires and batteries are figured as running costs.

Depreciation: It is on this item of depreciation that electric show one of their biggest savings when a comparison is drawn over a long period of time. It is claimed that a good electric vehicle, manufactured by a responsible concern, ought to give a minimum of ten years' service under ordinary running conditions and with the average good care. Thus a 10 per cent annual amortization on the cost of the vehicle, less the tires and batteries, would be conservative.

Insurance: The charge for insurance on electric is the same as on horse-drawn equipment, as explained in the foregoing.

Licenses, Taxes, Etc.: Same as for horses, figured in total on a yearly basis.

Maintenance Charges

Garage Expense: The electric may be expected to show a substantial economy over horses in the item of housing and sorting costs. As compared with both horses and gasoline trucks, it is worthy of note that odor, dirt and fire risk are minimized in the case of the electric. Under the item of garage expense, charge either rent or whatever complete expense is incurred in housing the vehicles. Interest on the total garage investment at 3 per cent a year should be figured. Depreciation on the garage and its equipment is usually considered at the rate of 5 per cent a year. The items of insurance, taxes, heating, lighting and water which are incurred in the maintenance of a garage are also chargeable to garage expense. A reserve for alterations and repairs on the building should also be included in garage expense.

Upkeep and Repairs: Any repairs made to the chassis or body of the vehicle should be computed and charged in full. In making an estimate of this, it is usually believed best to consider that

repairs to an electric will be less than to a gas truck and more than to a horse-drawn outfit. Painting also is chargeable to this item.

Running Charges

Energy: The cost of current per k.w.h., figured on a yearly basis, is chargeable under running expense. This item is the equivalent in nature to feed in the case of horses and fuel in the case of gas trucks.

Battery Expense: Inasmuch as fixed charges have been computed for the vehicle, minus the battery and tires, these items are considered separately as running charges. Under "Battery Expense" the items of depreciation, interest, repairs, battery solution and water are included.

Tires: The per-mile cost of tires, computed yearly on a basis of an average number of miles to be traveled in a year, should be included. This includes also tire repairs. It will be found that the tire cost with solids will be less than with pneumatics.

Sundry Running Expenses: The cost of lubrication and cleaning materials, which include oil, grease, kerosene, water, soap, waste, cloths and sponges, are computed here.

Drivers' Salaries and Commissions: This item is figured similarly for each class of vehicle and must include payments made in any form to drivers and helpers.

Cost Items in Gasoline Truck Equipment

Fixed Charges

Interest on Investment: Same as for electric, except investment is considered in gross, less tires. Allow 3 per cent a year for this item.

Depreciation: The rate of depreciation figured for gas trucks depends upon the make and size of trucks. Many concerns consider the life of very light gas cars at three years and so charge depreciation at 33½ per cent. A good quality gas truck that is operated under good running conditions may well be depreciated at 15 per cent a year, although it may be said that most authorities recommend 20 per cent as a conservative figure.

Insurance: Same as for electric.

License, Taxes, Etc.: Same as for electric.

Maintenance Charges

Garage Expense: The complete rental charge for garage facilities or the total annual expense involved in operating a private garage is included in this item. Interest on the garage investment, including land, building and equipment at 3 per cent yearly, depreciation at 5 per cent yearly, insurance, taxes, heat, light and water, are the costs to be figured, and, in addition to this, a reserve must be set aside to take care of alterations and improvements to be anticipated.

Upkeep and Repairs: Repair costs, either estimated in advance or based on actual experience, together with me-

chanics' wages, painting and similar maintenance charges, are computed here.

Running Charges

Fuel: The cost of gasoline is a running charge to be included in the foregoing classification.

Oil and Grease: Lubrication materials are likewise figured here.

Sundry Supplies: Kerosene, waste, soap, water, rags and sponges comprise this running cost item.

Battery Expense: Storage battery recharging and attention (where battery systems are used).

Tires: As in the case of electrics, the per-mile cost of tires, including repairs, is included here on a yearly basis.

Drivers' Salaries and Commissions: This item is computed for gas trucks in the same manner as for horses and electrics.

IN connection with the computing or estimating of delivery costs, one point deserves particular emphasis. Such comparisons, to be just, must be taken as a yearly average over a lengthy period of time, preferably ten years.

Many concerns make the mistake of trying to arrive at a satisfactory decision

when costs are based on one or a few years. This cannot be done with any degree of fairness.

Of course it must be understood, in addition to the foregoing, that costs must be considered in relation to the amount of work any given vehicle can accomplish in a specific amount of time. For example, it can easily be seen that one gasoline truck will do as much work as a considerably greater number of horses, depending upon the conditions met. Some concerns, operating on city work, believe that a truck can cover as much ground as four or five single horse outfits.

Are Your Warehouse and Payroll Protected Against Theft?

San Francisco's Police Chief Gives Some Advice

By H. H. DUNN

THEFT from public warehouses is on the increase, particularly in States west of the Mississippi River and especially in communities between the Rocky Mountains and the Pacific Ocean, according to the police authorities of a number of cities.

The majority of such lootings are from yard storage, from motor trucks in transit, and from warehouses specializing in the storage and transport of household goods.

Warehousemen in general do not like to discuss this subject except with their watchmen or the police. Some of them are so shortsighted as to put the problem up to the insurance companies and let it go at that. Yet neither

the watchmen, the police nor the insurance companies are the ones who ultimately must solve the problem. In the end, the warehouseman will have to solve it.

It is estimated by the police departments of the ports on the Pacific Coast that more than \$500,000 of goods passing to and from warehouses was stolen from railroad yards, motor truck sheds, and wharfs during 1923. This is perhaps not a large sum when one considers the number of warehouses, consignees and insurance companies involved. Yet it is nearly three times the value of the amount lost in the same ways in the same ports during 1922. Refer that to the watchman, if you can.

THE insurance companies, who likewise are not anxious to talk about the situation except to their adjusters, claim that more than 90 per cent of this theft was made possible through carelessness of employees of either the transportation or the storage companies. This carelessness is almost entirely concerned, on the part of the transportation companies, with the leaving of unguarded piles of merchandise, furniture, etc., on wharves, by employees who are supposed to remain on watch, day and night; or by the failure of employees to seal freight cars after they have been opened; or by failure of truck-drivers' helpers either to lock their trucks securely in their places for the night, failure to remain on the job as watchmen, or falling asleep on the job.

This last matter of the falling asleep by watchmen may cause a ripple of amusement, yet it was directly responsible for the loss of more than \$75,000

DAN O'BRIEN SAYS:

NATIONALLY known among police chiefs is Daniel J. O'Brien, commissioner of San Francisco's police department. He has issued from suggestions, which he has distributed among warehouse owners of the Golden Gate port, regarding precautions to take against thievery from storage plants and motor trucks.

These suggestions are here set down by Mr. Dunn, who points out that robberies affecting warehousemen and transportation interests in some of the Pacific Coast cities caused losses in 1923 which are estimated to be three times as great as the amounts stolen in 1922.

Here is a common-sense talk from Chief Dan O'Brien to the public warehouse industry.

worth of property in transit on the Pacific Coast last year. Laugh that off on the truck-driver, if you think it is a joke.

But the main cause of theft loss to the warehouseman is chargeable to no one but himself, for the police departments declare it is due to nothing else than cheap, poorly-made and easily-picked locks. A considerable opportunity for theft is left to the thief, of course, by the employee who forgets to lock the room or the building properly, "but," as one chief of police said to the writer a few days ago, "with the locks used on the majority of warehouses it doesn't make much difference whether or not the employee forgets to lock them when he goes out. They're just about as easy to open whether they are closed or not."

Many warehouses, having more room than they need, and being desirably situated for the rental of offices to men and firms engaged in other industries,

obtain a considerable income from the rental of such offices, lofts, showrooms and, now and then, space for a small factory producing hand-made goods. Frequently not enough caution is exercised by the warehouseman in making a thorough investigation of the antecedents and character of his tenants. There have been several thefts of considerable quantities of valuable merchandise from warehouses in which the police are convinced that the leasees of rooms in the building were responsible at least for the admission of the thief or thieves. Two or three such cases have been established; the majority of them could not be proved in Court, although they were firmly grounded in the minds of the detectives and attorneys for the warehouse owners.

Says Chief O'Brien:

In view of these conditions, the police department of San Francisco has issued a special sheet of suggestions for crime prevention in warehouses, industrial plants and stores. These sheets have been distributed carefully to every warehouse owner and operator in San Francisco, regardless of what branch of the industry he is engaged in. This sheet of suggestions, signed by Daniel J. O'Brien, chief of police of San Francisco, is worthy of the attention of every warehouseman in the country. It reads as follows:

"Always have two locks on front doors to premises. One mortise lock with double bolt and one strong padlock with staples fastened on inside by nut and washer. If double doors are used be sure that one is properly bolted, top and bottom with stout spring bolts, and that the sockets are of sufficient depth to hold the bolts securely.

"If there are rear doors to the premises have them made of solid wood not less than two inches in thickness faced with sheet-iron on inside. Have the doors secured from the inside by two locks and a crossbar.

"Never leave transom open overnight and, if large enough when open to admit a boy, arrange a suitable fixture that will leave only a four-inch opening.

"If there are any skylights, have the openings protected on the inside by 3/4-inch steel rods, placed not more than four inches apart and firmly secured to roof timbers by strong lag screws.

"If there are any openings from the roof secure as for rear entrances.

"Windows or openings in front of fire escapes or accessible therefrom should be amply protected by iron rods on the inside but not in violation of fire regulations. Openings for fire protection leading to fire escapes should be so constructed that when the building is unoccupied access from the outside would be difficult for burglars.

"If the place of business is a loft or a portion thereof the same precautions should be used as for stores or buildings.

"Install electric alarms on every floor with a suitable gong placed so as to give an alarm in case of entry by window, door or any opening. Effective electric signal is not expensive.

"Never occupy a store building loft or any portion thereof if previously occupied, without changing locks.

"Never close your place of business without first examining the premises to find out if any unauthorized person is concealed therein.

"Safes should be located where they would be visible to patrolmen on duty and a light should be burning in front of them from sunset to sunrise. Money and securities should not be left in safes overnight. The outer doors of safes should be closed but not locked. If there is no fire hazard leave the outer doors open."

The same police department has worked out also a series of suggestions for crime prevention for companies engaged in the business of transportation, and including as well banks, paymasters and express companies. This sheet is of interest to warehousemen who handle their own transportation problems. It reads:

"Never send a messenger carrying money or securities from your place of business without a proper escort.

"If the messenger is on foot always have the escort follow at a distance of not less than twenty feet where he can observe the movements of suspicious persons.

"Messengers should carry money or securities in a pouch suspended from the left shoulder concealed under the coat or garment.

Arms Should Be Carried

"Escorts should be armed with police regulation revolvers carried in shoulder holsters so suspended that the gun is concealed under the coat on the left side of the body.

"Escorts should never carry their small arms in hip pockets. Too slow for quick action.

"Instruct escorts to change route every day and to double back occasionally to observe whether they are being shadowed.

"Payrolls should be escorted by armed police guard in high powered autos. Escort should sit in rear seat with automatic shotgun fully loaded in hand ready for immediate use.

"Paymasters should be protected by armed guards in a place where they cannot be seen by the person being paid. If a guard cannot be furnished a police officer will be sent on request.

"Money and securities from banks and elsewhere should be transported in closed armored cars under proper escort.

"Transportation companies should have a corral or inclosed space where packages and valuable merchandise could safely be left while awaiting shipment.

"Expressmen and draymen should have a guard when possible on their vehicles to prevent larceny while the driver is delivering merchandise.

"Always remember that the police department will furnish on request suitable escort to protect money, securities or valuable property.

"Escorts and guards should be proficient in the use of firearms. If in-

experienced, instructions will be given at police headquarters without cost."

Suggestions of value to those warehousemen, limited in number but usually operators of large plants, who lease offices or other rooms in their buildings, are contained in another warning sent out by Chief O'Brien, in which he says:

"Be sure in accepting new buildings that 'master keys' and all other keys are accounted for.

"Be sure to keep out of sight all 'master keys' and all other keys and duplicates safely locked in a safe provided for that purpose.

"Be sure that when prospective tenants examine rooms or suites all keys are returned to the safe, and always send some person with prospective tenant.

"Be sure to instruct new tenants of space previously occupied to change locks on doors.

"Be sure that building employees do not leave keys in doors or desks.

"Be sure that when fire escapes are accessible from adjoining buildings the windows within reach are securely fastened.

"Be sure that every tenant and employee is provided with a building 'pass' properly countersigned, which must be exhibited for identification when admission is sought after hours.

"Be sure to instruct employees in charge of buildings during holidays and evenings to keep a signature record, in a book provided for that purpose, of all persons visiting offices after office hours.

"Be sure that if the elevator operator or watchman observes any person leave who was not seen to enter, to hold for police investigation.

"Be sure to instruct all employees, if their suspicion is aroused by any circumstance whatever, immediately to notify the detective bureau of the police department.

"Be sure that stairways are provided with suitable gates in conformity with 'Fire Regulations,' that must be closed and locked after office hours."

Borst Abroad

George H. Borst, president of the Twentieth Century Storage Warehouse Co., Philadelphia, is in Europe, accompanied by Mrs. Borst, having sailed in January. While his journey is primarily to seek recreation, he plans to study warehousing conditions in cities in England, France and Italy. He does not expect to return to the United States until early next January.

Lawrence on World Tour

V. O. Lawrence, who has developed public warehousing in a number of California cities during the past ten years, has left the country for a trip around the world, accompanied by his wife and daughter. Recently he disposed of part of his storage properties and has been devoting his interests to developing a terminal and warehouse in connection with steamship properties.

Distribution & Warehousing's Pictorial

Panaman Activity

Below — Interior of a Canal Zone warehouse operated by Uncle Sam



The Light That Hails

Above — Nighttime illuminated signboard of the Union Transfer & Storage Co., Houston. By means of flashes in lighting system, sign shows four different scenes in 45 seconds — (a) warehouse; (b) packing room; (c) van; (d) street scene of entire operation. Sign is 68 feet long, 14 feet deep and 16 feet high



(Times World Wide Photo)

Not in Yankee Packer's Manual

Household goods being transported in Palestine. Wonder what the transit insurance is!

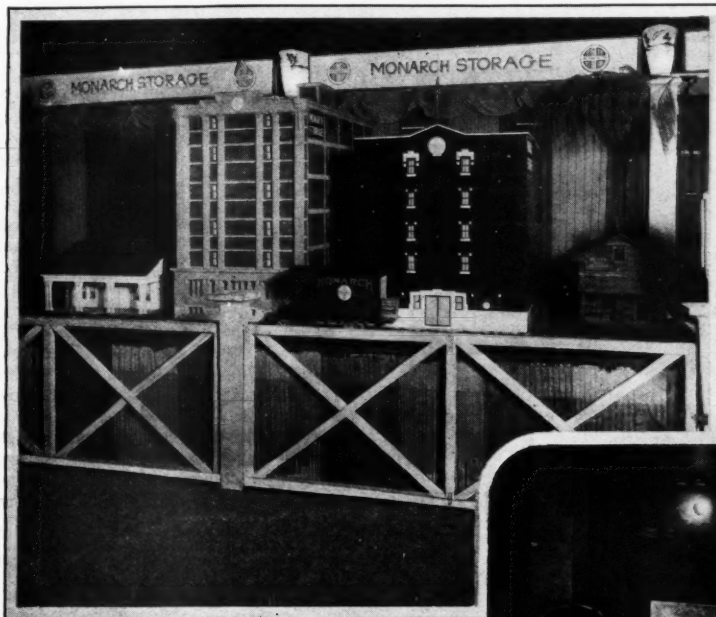


"It Turns in a Box Car"

Above — World's smallest industrial truck and tractor. Turning radius, 52 inches. This Clark product, the "Duat," tows from 7 to 10 tons of from 1 to 20 trailers. For description see page 17

(International Newsreel)

Review of the New and Interesting

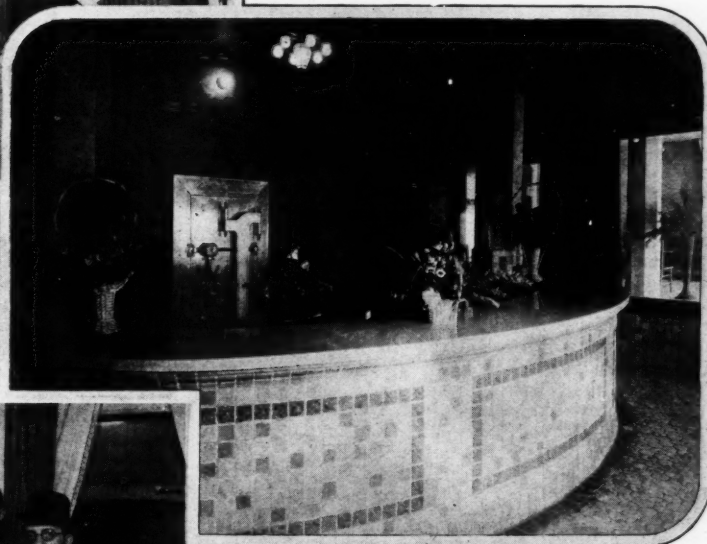


"Telling the Public"

To left—Exhibit by Monarch Storage & Transfer Co., Kansas City, at local "Better Homes" show. The "old home" is being vacated, and the van is removing goods either to "new home" or into storage. Reproductions are in cardboard or wood, and exhibit is electrically illuminated. This scenic story reached 100,000 persons

The Lobby Beautiful

To right—Luxurious simplicity gives "atmosphere" to office of new warehouse of City Transfer & Storage Co., Long Beach, Cal.



Cold Storage Meat Truck

Below—Fresh beef is kept refrigerated en route in new vehicle operated by a Kansas City company. Turn to page 43



At the Houston Convention

Standing, background, at left, "Bill" Wood, president N. Y. F. W. A. Stout "boy" at his left is "Joe" Meyer, president Illinois F. W. A. At Joseph's right is Mrs. Meyer, winner of first prize (ladies') at masquerade ball



FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Bonded Storage

LEGAL EDITOR, *Distribution & Warehousing*: As a subscriber to your magazine we would be very much pleased if you will give some information on bonded warehouses, by answering the following questions:

1. Does a warehouse incorporated under the laws of Indiana have the right to issue negotiable receipts?
2. Is such a warehouse a bonded warehouse?
3. If not, how can we become a bonded warehouse?
4. What advantage has a bonded warehouse over one not bonded?
5. If we are not bonded, what will be the cost of being bonded?

Thanking you in advance for giving us this information we are, *T. A. W. Co., Indianapolis*.

Answer: Answering your questions in the order you ask them I may say:

First: Yes, a warehouse incorporated under the law of Indiana has the right to issue negotiable receipts or non-negotiable receipts.

Second: No, such a warehouse is not a bonded warehouse.

Third: As there is no State law providing for bonded warehouses, the only way to become a bonded warehouse is to comply with the United States laws in one of the following ways:

There are four classes of bonded warehouses—United States Custom, the United States Internal Revenue, Special Bond known as No. 2, and the State Bonded Warehouse.

The United States Bonded warehouse is for exports; the United States Internal Revenue for distilled goods and tobacco; the Special Bond No. 2 for manufactured brandies; and the State Bond is warehouse bonded to the State, usually for the amount of \$50,000, for the protection of the commonwealth.

You can make application to the Collector of the Port for a license to operate a United States Custom Bonded plant, or the United States Internal Bond, or the Special Bond No. 2. All seaboard cities of any size have a Collector of Port, but in your case you will have to get in touch with the Collector having charge of your section. The Collectors in charge of inland territory have whole sections under their supervision, in some instances taking charge of two or three States.

After you have filed application with the Collector in charge of your section your warehouse will be surveyed and recommendations will be made as to the space which will be allotted for this particular class of storage.

What Don't You Know?

MR. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

The rule for storing such goods is that the space can have only one entrance or one exit and no windows. After necessary changes have been made, the Government will put a storekeeper in charge of that particular room. This storekeeper retains the keys of the room and sees that nothing is removed unless the duty has been paid on the goods.

The Government storekeeper's salary is paid by the warehouseman. This salary ranges between \$150 and \$175 a month. There are few of these bonded warehouses located inland because of the limited amount of business they are able to obtain.

Liability Ruling

A CASE in which an express company was successful in its effort to limit its liability by a clause in the express receipt is the case of *Apostolou v. American Railway Express Co.*, 122 Atlantic Reporter, page 326, decided by the Supreme Court of New Hampshire.

It appeared from the evidence that on Oct. 9, 1920, the defendant, the American Railway Express Co., received from the plaintiff, at Manchester, N. H., goods consigned to him at Carditza, Greece, agreeing to deliver the goods to the express station nearest the destination. A receipt signed on behalf of the plaintiff, and accepted by him, required that, in case of loss, as a condition precedent to recovery a claim should be made in writing to the originating or delivering carrier within four months after delivery of the property; or, in case of failure to make delivery, within four months after a reasonable time for delivery had elapsed.

The plaintiff went to Greece and, upon inquiry at the station nearest Carditza, discovered that the goods had not arrived. He remained near Carditza until July, 1921, when he returned to

Manchester. Thereafter he made several inquiries at the defendant's office for the lost goods, but the only written communication referring to them was a letter written on March 17, 1922.

In an action to recover for the loss of the goods it was held that, in the absence of evidence tending to show either that the provision in the receipt relative to a claim for loss was unreasonable, or that there had been an attempt to comply with it, such provision was valid under the statute requiring common carriers subject to the provisions of the Interstate Commerce Act to establish, observe and enforce just and reasonable regulations and practices affecting the issuance, form and substance of receipts and bills of lading.

The plaintiff's argument to the effect that the defendant's failure to notify him of the arrival of the goods at the destination was notice to it of the loss of the goods; and that, therefore, the presentation of the claim within four months was unnecessary, was held to be untenable.

The Court held further that the plaintiff's contention that proof of delivery to and acceptance of the goods by the defendant, and the failure of the latter to make delivery at the destination, established a *prima facie* case and imposed upon the defendant the burden of proving that the loss resulted from a cause for which it was not responsible, was no answer to the defense that he had failed to make a claim for loss within four months after a reasonable time for delivery had elapsed, in compliance with an express condition precedent to his right of action.

Another Liability Ruling

THAT an express company may limit its liability for damages to an interstate shipment to \$50 for each 100 pounds or less, in consideration of the rate charged for carrying, was the decision of the U. S. Supreme Court in its recent review of the Louisiana case of *American Railway Express Co. v. Levee*, reported in 44 Supreme Court Reports, page 11.

In this case it appeared that the plaintiff had delivered to the American Railway Express Co. a trunk, weighing 100 pounds or less, to be carried from Madisonville, Tex., to Thibodaux, La. The plaintiff received a receipt, from the express company, which was in the usual form approved by the Interstate Commerce Commission. The receipt provided that, in consideration of the rate charged for carrying the property, which was dependent upon the value

DIGESTS

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Ark.) A bank pledging warehouse receipts, of which it is the legal holder, to another bank for payment of a loan to it or delivering them to such bank to secure a loan to another by whom they were originally pledged to it, could redeem its pledge; but, if it surrendered possession thereof to the original pledgor, it lost the pledge and could not redeem retention of possession of pledge, chattels being essential to preservation of the pledge.—*First Nat. Bank v. McKee*, 254 S. W., 382. Key No. 15 (3).

(A bank, accepting a draft on it in favor of another bank, to which warehouse receipts, pledged to drawee bank by the drawer as security for his debt to it, were pledged by it as security for a loan to the drawer, made itself primarily liable to payee; but, having parted with possession of its pledge by surrendering the receipts to the drawer, it could not redeem its pledge thereof, so as to deprive payee bank of the right to hold the security for other debts of the drawer, the rights and equity of the subsequent pledgee being surrendered.—*Id.*)

(Cal. App.) Where a bailor makes proof of demand and refusal of his goods, a *prima facie* case of conversion by a warehouse-

man is made out, and the burden is on the warehouseman to account for the property.—*Atwood v. California Ice Co.*, 218 p. 283. Key No. 34 (5).

(In an action against a warehouseman for conversion of 998 boxes of apples, evidence to support the contention that they were eaten by rats is insufficient to throw burden on plaintiff to prove negligence, where, according to defendant's theory, the boxes themselves were missing, as such circumstances refuted such theory of the loss.—*Id.*)

(U. S. C. C. A. La.) Under Consol. Laws N. Y. c. 25, § 96, where negotiable warehouse certificates were not issued for goods in warehouse, person with written authority was entitled to delivery.—*Bank of America v. Central Nat. Bank*, 291 F. 929. Key No. 25 (4).

(Wash.) Where the agent of plaintiff warehouse company stole certain wheat and sold it to defendants, the lien on the wheat for storage and handling charges, together with the actual possession of it at the time of the theft, held sufficient to entitle the warehouse company to recover the value thereof.—*Hadley Warehouse Co. v. Broughton*, 218 P. 257. Key No. 34 (2).

(N. Y. Sup.) Where a bank stored cocoa with storage company, and gave defendants its delivery order therefor, stating that the storage paid expired twenty-four days after the execution of the order, there was a *prima facie* case for recovery from defendants of storage charges thereafter accruing, especially in view of the fact that defendants had on prior occasions paid storage charges under similar circumstances without objection.—*New York Dock Co. v. Walter Baker & Co.*, 201 N. Y., S. 702. Key No. 27.

(That the law gave warehouseman a lien on defendants' goods for storage charges warrants the implication of a promise to pay the storage, even though no express contract had been made to do so.—*Id.*)

thereof, and based upon an agreed valuation not exceeding \$50 for any shipment of 100 pounds or less, the shipper agreed that the company should not be liable, in any event, for more than \$50 for any shipment of 100 pounds or less.

The trunk was not delivered. The plaintiff, therefore, brought an action against the express company to recover the actual value of the trunk and its contents. The defendant, at the trial, relied upon the limitation of its liability, as provided for in the receipt given the plaintiff.

Court's Decision

The Court, however, following a Louisiana statute, held that the burden was on the defendant to prove that the loss or damage had been occasioned by accidental and controllable events, and gave the plaintiff judgment for \$863.75 and interest.

The Supreme Court of the United States, in reversing the judgment of the Louisiana Court, held that the defendant's limitation of its liability was valid, whatever might be the law of the State

in cases within its control, and constituted a defense to liability beyond \$50. In its opinion the higher Court said:

"Under the law of the United States governing interstate commerce the stipulation constituted a defense to liability beyond \$50, unless the plaintiff should prove some facts that took the case out of the protection of the contract. It had that scope in whatever Court it came up. The local rule applied as to the burden of proof narrowed the protection that the defendant had secured, and therefore contravened the law."

Pictorial Review

PICTURES sometimes tell more than printed words.

"Pictorial Review of Things New and Interesting" is a department which was begun in a recent number of *Distribution & Warehousing* and is continued in this April issue—pages 28 and 29.

Warehouse executives are urged to contribute to this new department—to help make it a success.

Send in photographs which have a real news value. If you are putting up another warehouse, submit exterior and interior views. Are you installing new material-handling equipment? Have you put any especially unusual truck into operation? And group photographs are usually interesting.

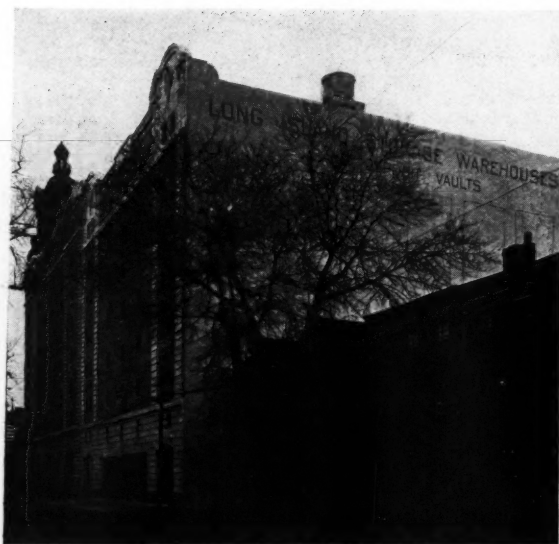
Study the "Pictorial Review" department in the January, February and April issues—and contribute!

All photographs for the Pictorial Review should be addressed to the Editorial Department.

Long Island Storage Warehouses, Brooklyn, N. Y.

WHAT'S WHAT

LXV



THE household goods storage facilities of the borough of Brooklyn, New York, have been greatly increased by the construction of a modern reinforced concrete building for the Long Island Storage Warehouses. Nine stories in height, with a basement, the new structure contains more than a hundred thousand square feet of floor space.

The warehouse is fireproof throughout and incorporates up-to-date achievements in engineering and architectural skill. A brick veneer trimmed with glazed architectural terra cotta and limestone with a Deer Island granite base, together with massive steel doors, lend a sturdy and majestic atmosphere.

The story height of the first floor at the driveway is twelve feet, which permits the backing of motor trucks to the van floor.

The second story is only seven feet in height and is designed for the storage of pianos, the height accommo-

dating a stool on top of a piano and just enough clearance, thus minimizing lost space as well as insuring uniform temperatures.

All of the other floors are approximately ten feet each in the clear.

The carpet cleaning room is located on the roof, and a space of forty by one hundred feet is unpierced by columns, having a clear span and thereby limiting the possible interference with cleaning rugs.

There are included, on five of the floors, nearly one hundred separate storage rooms, divided by portable wire screens into units of six each, so erected that any part of a room may be suitably divided and furniture stacked without interference. These rooms are constructed of fireproof blocks and have doors of solid steel.

Necessary lighting has been installed and properly signalled.

All doors throughout are Fire Underwriters labelled fireproof ones.

The building is efficiently heated and ventilated, and is equipped with an automatic fire alarm system.

The floors have been treated with chemical preparations to eliminate all possibility of dusting and to resist wear.

Two freight elevators have been installed, one with a capacity of 15,000 pounds, twenty feet long and ten feet wide; and the other of 5,000 pounds, being ten feet square.

Latest requirements of the Fire Insurance Exchange have been incorporated in construction.

The building cost approximately \$500,000 and, located in the heart of the industrial center of Brooklyn, it stands as a monument of engineering skill in design and construction of furniture storage depositories.

The warehouse was designed, erected and supervised by the Commonwealth Engineering Corp., New York City.

IN NEW BUILDINGS

LXVI

Baltimore Storage Co.
Baltimore, Md.

A NEW \$100,000 modern fireproof warehouse for household goods storage was recently opened in Baltimore by the Baltimore Storage Co., a development of the Baltimore Storage & Moving Co., organized nearly twenty years ago. The building stands at Charles and 26th Streets, fronting the city's principal motor thoroughfare between the business and shopping district and residential sections.

The exterior is simply designed in two colors of Colonial brick and cut Indiana limestone, and is eloquent of strength and security. It is a six-story and basement structure. The first story is lighted by large plate glass windows, giving free view of spacious offices and work rooms which are illuminated at night. The walls of the upper stories are treated with broad buttresses, reinforcing them almost to the roof. The space between the buttresses is decorated with a diaper pattern in darker brick, and the space above is utilized for the company's name in brilliant gold letters, which serve both as a decoration and to call attention to the function of the structure. Over the entrance door is a large ornamental clock, illuminated at night—advertising for the company and a convenience to the public.

The building is set back twenty feet from the property line, to conform with other structures in the block, and in this space are planted grass, hedge and evergreens, adding to the attractiveness of the neighborhood.

Directly in front, as one enters the office, is an oak counter separating the public space from the clerical force. At the rear may be seen the entrance door of the burglar and fireproof security vault. To the right are the rest room and lavatory for ladies, and to the left a sunny office for men. These offices are floored with red quarry tile and are furnished with oak furniture to match the interior finish. The remainder of the first floor is taken up with well lighted working space and transient storage.

All service by trucks is arranged for at the rear of broad, covered unloading platforms, which connect directly with the working rooms on the first floor and with a large freight elevator. The entrance from this platform space is protected with metal doors.

The basement, also well lighted, is for packing and crating. One room, separated by firewalls and metal door, is used for storage of excelsior and other packing material. A heating plant and cold storage occupy the rest of the basement, except for another security vault communicating with the offices above.

On the second floor, across the entire front, is a room for storage of pianos and Victrolas. This space is heated and well ventilated. The rest of the second floor and all of the third are divided into rooms of varying size for furniture storage, each room being enclosed with reinforced concrete partitions which reach to the ceiling, and with a metal door. The doors are so arranged as to give ventilation at top and bottom. The fourth floor has a modification of this same arrangement, being divided into alcoves of different sizes, for semi-open storage. The fifth and sixth floors are devoted to open storage.

Concrete stair tower, passenger elevator and the large freight elevator serve all floors and the basement. The floors are cement throughout the storage portions of the building, and the walls are painted white, assuring cleanliness and light. The interior was designed to utilize every possible foot for storage revenue. The structure is 50 by 90 feet and is so built that it can be added to when business warrants.

The building was designed by Wyatt & Nolting, architects, and built by Thomas Hicks & Sons, builders, both of Baltimore.



Editorial Comment

Government's Port Series

WE know a warehouseman who fires all questionnaires into his office wastebasket immediately upon receipt of them. "I get too many of the blamed things," is his wail, "and I haven't got time to answer them, and anyhow my business is nobody else's."

One questionnaire, sent him recently, was from the Board of Engineers for Rivers and Harbors, War Department, Washington, and contained a series of about twenty queries regarding his plant and equipment—location, area, floor load, method of transfer, material handling machinery, etc. The warehouseman tossed the questionnaire away—and thereby overlooked a potential opportunity to get future business.

When a questionnaire is sent out, there is a motive behind it. The recipient ought carefully—and with a neutral mind free from suspicion—to examine that motive. Perhaps answering the questionnaire will be a constructive thing to do. But if the warehouseman is inclined to be suspicious of the motive, the least he can do is to bring the questionnaires before his local association for discussion.

It happens that the warehouseman who discarded the questionnaire sent him by the War Department made, we believe, an error in not giving the information requested.

The War Department is engaged in compiling what it calls its Port Series. The first report issued covers Portland, Me. No. 2 relates to Boston, No. 3 to Mobile, Ala., and Pensacola, Fla., and No. 4 to Philadelphia. Another report, about completed, takes in the New York metropolitan district. In time, reports will cover all the Atlantic, Gulf, Pacific and Lake ports.

These books, each with several hundred pages, contain invaluable information regarding port and harbor conditions, port cus-

toms and regulations, port services and charges, fuel and supplies, port and harbor facilities, communications, freight rate situations, and a multitude of other things.

Under "port and harbor facilities" appears "storage warehouses"—and this section of each report is based partly on information received by the War Department in response to questionnaires sent to merchandise and cold storage warehousemen. It is evident that the Massachusetts Warehousemen's Association accorded the cooperation asked, for the standard Terms and Conditions of the Bay State association are published in full in the report covering Boston port.

It will be helpful to warehousing as an industry to be comprehensively and accurately represented in the books of this Port Series of the War Department. If you are a merchandise or cold storage warehouseman located in one of the port municipalities and the War Department sends you a questionnaire, answer it. Don't fire it into your wastebasket merely because you've been deluged with questionnaires from various sources. The Government is doing something constructive for the upbuilding of American commerce and needs your cooperation. Moreover a free listing of your house and facilities in one of these Port Series documents is not going to hurt your business, but may help build it instead.

"Telling the Public"

HERE is another example of how white space on pages of industrial business journals can be used with printed words which promote the use of public warehouse service:

An article "How Chicago Public Warehouses Facilitate Distribution" appears in a recent issue of *Marketing Media*. It

was written by Wilson V. Little, president of the Illinois Association of Warehousemen.

Pointing out how commercial storage companies "act as banks or clearing houses for general merchandise," the article contains exceptionally fine publicity on behalf of the industry. It emphasizes the economies of warehouse distribution and explains the uses of warehouse receipts as collateral.

Of course the facts set down by Mr. Little are all familiar to storage executives. But he did not write to and for them. He put warehousing's message across to a class of readers who, it may be assumed, include shippers likely to avail themselves of warehouse facilities once they became convinced of the money-saving possibilities.

In his article Mr. Little makes no attempt to compare the services offered by his own firm, the Western Warehousing Co., Chicago, with the services of competitors. The text is not intended as publicity for the Western. In this respect it is wholly non-partisan. It tells the warehousing story of all the Chicago storage plants in general, mentioning no companies' names, but emphasizing service, facilities, integrity, and giving facts of interest to prospective customers.

To the warehouseman-author of articles of this character the industry owes a debt. For such texts benefit the industry as a whole, hastening the time when a large number of the country's manufacturers will be "sold" on public warehousing.

Constructive information of the kind contained in Mr. Little's sermon on storage facilities is sought for by trade journal editors. Witness the series of articles on "Distribution" which has been running in *The Nation's Business*, the publication of the Chamber of Commerce of the United States. There are countless opportunities for such ar-

ticles in the business papers of a multitude of lines of industry—if the texts are written along the lines of that of Mr. Little, with the personal element eliminated and only the general emphasized.

Warehousemen know that sugar can be handled often more economically in their plants than in sugar companies' private storage buildings. *Why* this is so could be told, with advantage to our industry, in business papers devoted to the sugar trade.

And similarly with the storage of drugs, cereals, iron and steel products, and numerous other commodities commonly handled through public warehouses; there are business papers in all those fields of industrial activity. Last year William J. Buchanan, another Chicago warehouseman, had an article on tire distribution in *Automotive Industries*, which reaches tire manufacturers.

We believe that some day warehousing as an industry will establish some sort of an "Information Clearing House"—a headquarters where constructive articles will be prepared for trade papers and the daily press, and to which editors will be able to turn for *facts* about our amazingly expanding industry.

Meanwhile there ought to be more Littles and Buchanans somewhere in warehousing! Is Chicago going to be allowed to produce them all?

State Control

IT is desirable that the storage executive get clearly in his mind what the American Warehousemen's Association is endeavoring to do under its action, taken at the Houston convention, creating a special committee to prepare a uniform law for public utilities control.

It is not the purpose of the association to seek such control in the several States. The proposed law will be for guidance only.

If the warehousemen of any State take the initiative and endeavor through their own efforts to go under control, the law will

be placed at their disposal by the special committee.

If the warehousemen of any State are not voluntarily seeking to be controlled, but are threatened with legislation and find that a statute of some sort is certain to be enacted, the law prepared by the special committee will be available for their use.

It must be recognized that political efforts will be made by State legislators to regulate warehousing. When those attempts are made, one by one, the storage executives will want to have some voice as to what should and what should not go into such laws.

That is the thought in the minds of the leaders in the A. W. A. When a law is enacted, it should contain the best features of the present statutes in California and Minnesota. The special committee will work along that line, so that, as various States place warehousemen under public utilities control, the industry will be protected, and so that uniformity of law may be established.

There can be no fair criticism of the action taken by the A. W. A. at Houston. It is a step toward preparedness.

It "Couldn't Be"—But Has!

ABOUT nineteen months ago a group of representative furniture storage executives in the East assembled in New York and spent an entire day discussing whether they ought to go out after an expanding line of business—long distance hauling of household goods by motor van—in an organized way.

Predictions were made by several men at the New York meeting that it couldn't be done—that it shouldn't be done—that if it was attempted it would disrupt trade association activities.

In March of this year a group of representative storage executives in the East assembled in New York. They included some of the same men who attended the gathering in August, 1922.

At the 1922 meeting there

were men who said it could be done—that it should be done—and that such an organized transport system would not harm warehousing's trade association activities. They went ahead with plans and—

At the March, 1924, meeting those plans had long been in operation—with success and with profit to the storage executives who nineteen months previously had had vision.

About forty men attended the March, 1924, gathering. It was a meeting of the representatives—warehousemen in various cities from Petersburg, Va., to Boston—of the Big 4 Transfer Co., which operates pool van service, for household goods transport, from between Washington and Boston on definite schedule.

During discussions not a word was said along the "couldn't be done" line. It *had* been done. Some seventy-five warehouse companies are regularly co-operating with the Big 4. During 1923, 111 companies did business with the company.

Walter E. Sweeting, a Philadelphia warehouseman, is vice-president of the Big 4. In the March 15 issue of *Forbes Magazine* there is an article by Mr. Sweeting—"Putting 'Moving Day' on a Railroad Schedule," explaining "How Big 4 Transfer Company Serves Employers Shifting Men and Equipment from One City to Another." The storage executive who is interested in long distance transport by motor truck should read that article. Not alone does it give a background of the Big 4's activities; it proves that what was questioned as being practical to do, at the August, 1922, meeting, is an accomplishment in the Spring of 1924.

Incidentally Mr. Sweeting was one of the group which met in New York nineteen months ago. He and others, looking ahead, pioneered along a path upon which some of their fellows feared to walk. Paths like that one will be followed in other parts of the country by "it can be done" executives who are far sighted.—K. B. S.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

Test Case Is Planned to Clarify Rights of Trade Associations to Gather Statistics

A TEST case is being planned by certain trade associations to clear up their rights to gather statistics relative to their business, according to the Department of Justice in Washington. The Department, however, is withholding the name or names of the organizations which have informed the Department of their contemplated action in solving the moot question as to whether trade associations may or may not legally gather statistics except at the request of the Department of Commerce.

Not until the Courts define the rights of associations will any progress be made in perfecting and expanding the existing machinery for the scientific study of business, the associations have advised the Department.

There are a number of cases pending before the Courts involving the legality of gathering statistics by trade associations. But they are all complicated by other questions, and particularly by the charge that such statistical organizations are devised for circulating agreements about prices. If the right of trade bodies to engage in legitimate statistical studies is to be tested then a clear-cut

case, unmixed with these other issues, must be made. This is the reason for the test case which is proposed.

Without expressing an opinion as to the legal status of trade association activities, questioned in certain regards by the Department of Justice, the Department of Commerce has announced that it would continue to publish its monthly survey of current business in connection with which it has been receiving information and statistics from various associations.

The Department will continue to request trade associations to furnish "such statistics as may be necessary or convenient for its purpose," it is announced.

Officials declare that the recent correspondence between Secretary Hoover and Mr. Daugherty relative to the legality of the collection, compilation and distribution by trade associations of statistics of general information on business has caused widespread discussion. Mr. Hoover believes that barring of the collection and distribution of statistics by trade associations would be a severe blow to the small business man.

American Warehousemen's Association

Financing Plans

THE administrative financing and operating plans of the American Warehousemen's Association were discussed by W. W. Morse, Minneapolis, director and merchandise division vice-president, at a recent meeting of the Minnesota Warehousemen's Association. At the meeting of the A. W. A. directors at Houston in January the plans and set-up were carefully and thoughtfully discussed, Mr. Morse said, and out of those discussions came this conclusion:

"The general revenues of the A. W. A. from dues of its members run about \$30,000 to \$35,000 a year, coming from the three divisions. The overhead, including the expense of the Pittsburgh office—rental, salaries, printing of the monthly *Bulletin*, publication of the annual year book, postage, incidental expenses connected with the maintenance of the office; convention expenses, which always

come back to the treasury for things which are over and above and beyond the moneys received at the convention—all these things run up to about \$18,000 a year. So the board of directors came to this arrangement:

"They voted that the association would call upon the members of the merchandise division to contribute \$10,000 a year toward the general expenses of the association; would call upon the household goods division for a contribution of \$5,000 toward the general expenses; and would call upon the members of the cold storage division for \$3,000 a year; and that total of \$18,000 about covers it.

"Mr. Criss, general secretary, was instructed to make a computation showing how much revenue was received from the merchandise, how much from the cold storage and how much from the household goods. Having made this computation, the heads of the three divisions—Mr. Neeser of the household goods, Mr. Mason of the cold storage and myself for the merchandise—will be advised of the total revenues paid by the members of our divisions; and, having that amount, whatever it may be, the merchandise division will deduct \$10,000 of that, and

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National Furniture Warehousemen's Assn.

New Members

ELECTION of the following companies into the membership of the National Furniture Warehousemen's Association—making a total of 668 firms—is announced by the general secretary, Ralph J. Wood, Chicago:

Blocker Transfer & Storage Co., Inc., St. Petersburg, Fla.

Brandon Transfer & Storage Co., West Palm Beach, Fla.

Craghead Moving & Storage, Boulder, Colo. W. S. Craghead is proprietor.

Kankakee Storage & Transfer Co., Kankakee, Ill. H. P. Willman is president and E. A. Willman is secretary.

Lafayette Storage & Transfer Co., Detroit. John F. Ivory is president and R. L. Miller is secretary.

McMillan Transfer, Coal & Storage Co., Fort Collins, Colo. A. E. McMillan is president and Charles McMillan is secretary.

Orlando Bonded Warehouse, Orlando, Fla. Charles C. Potter is president, Frank R. Burn is secretary and D. J. Mason is treasurer.

Redman Fireproof Warehouse Co., Santa Monica, Cal.

Richards Storage Co., Grand Rapids, Mich. Glendon A. Richards is president, Frank Norton is secretary and C. M. Emerson is treasurer.

Ricks Storage & Distributing Co., Jackson, Miss. J. P. Ricks is owner.

N. Slater Storage Co., St. Joseph, Mich.

Stanford Transfer & Warehouse Co., Montgomery, Ala. George C. Stanford is president and A. L. Dowdell is secretary.

Tucson Warehouse & Transfer Co., Tucson, Ariz. M. C. Wakefield is president, H. W. Harpham is secretary and F. A. Rechif is treasurer.

Weber Express & Storage Co., Pittsburgh.

Connecticut Warehousemen's Association

Cooperation with N. F. W. A.

THE Connecticut Warehousemen's Association at its February meeting decided to adapt its activities to those of the National Furniture Warehousemen's Association to the extent possible.

A letter from the National's field secretary, Henry Reimers, Chicago, to the Connecticut association's secretary, A. F. Gabriel, Bridgeport, stressed the importance of cooperation looking toward the adoption of uniform cost accounting forms along the lines laid down at the Houston convention in January by William R. Wood, New York, chairman of the National's cost finding committee. Mr. Reimers urged that warehouse accountants be included in the personnel of the Connecticut body's cost accounting committee.

E. G. Mooney, Hartford, president, appointed Frank W. Valentine, New Haven; R. M. Ford, Bridgeport, and A. F. Gabriel, Bridgeport, with himself acting *ex officio*, as a committee to work on cost finding in conjunction with the N. F. W. A.

To Respond to Inquiries

The problem of answering the multitude of questionnaires which warehousemen receive from many sources was discussed, and it was the sense of the meeting that the members ought to answer all such inquiries emanating from the offices of the N. F. W. A., American Warehousemen's Association and Central Warehousemen's Club, for the common good of the industry.

Other subjects considered included N. F. W. A.'s new plan of transit insurance, and the national advertising plans of the merchandise division of the A. W. A. Frank W. Valentine, New

Haven, submitted a report regarding the Houston convention, which he attended.

Henry G. Drinkwater's Sons, Inc., Greenwich, was elected to membership. The report of the secretary, Mr. Gabriel, indicated early prospects for further expansion of membership.—K. B. S.

California Transfer & Storage Assoc.

Election of Officers

THE California Transfer & Storage Association at a recent meeting elected officers for 1924, as follows:

President, H. C. Retzer, manager Miller Fireproof Storage, San Francisco.

Vice-president, B. P. McKanna.

Secretary-manager, Harry Gorman, San Francisco.

Treasurer, A. J. Becker, president Brogren-Becker Storage Co., San Francisco.

Central Canada Warehousemen's Assoc.

Yearly Meeting

THE fifth annual convention of the Central Canada Warehousemen's Association was held at the Royal Connaught Hotel, Hamilton, Ontario, on Feb. 25 and officers for 1924 were elected as follows:

President (reelected), W. H. Myles, president Hamilton Terminal Warehouses, Ltd., Hamilton.

Vice-president, J. H. Precious, John Precious Storage Co., Hamilton.

Secretary, A. I. Land, secretary Glasgow Storage & Cartage Co., Hamilton.

Treasurer, Robert J. Webster, president Fireproof Warehouses, Ltd., London, Ont.

Legislation

The chief subjects of discussion and action were the obtaining of Provincial legislation regarding the warehouseman's lien, considered by T. Armstrong, Verral Storage Co., Toronto; adoption of a standard basis for ascertaining storage and handling costs, discussed by C. F. B. Tippet, secretary Howell Warehouses, Ltd., Toronto; and the services which public warehouses can perform in the more economical distribution of general merchandise, considered by A. Fleming, Montreal Warehousing Co., Montreal, Que. Representatives of nine companies in Hamilton, London and Toronto attended, with Mr. Fleming as a guest.

The convention expressed its sorrow over the recent death of G. A. Howell, president Howell Warehouses, Ltd., Toronto, who was instrumental in organizing the association.

American Warehousemen's Association

(Continued from page 36)

the balance is their own—theirs to spend as they like. The household goods division will deduct \$5,000 and the balance will be their own to spend as they like. The cold storage men will deduct \$3,000 and the balance belongs to them to do with as they please.

"This is rather a new development, but one which seems to meet with the approbation of all with whom the matter has been discussed. There has been a feeling existing in the ranks of the association among the members of the different divisions that 'We pay in a lot of money and a lot of men not interested in our line control it and tell us how much we can use.' This is really not a fair way to look at it, but with the present lineup this cannot be said. After the division has been assessed what, in the opinion of the directors, is their proportion of the going expenses, the balance is theirs to use and spend as they see fit.

"The resolution also authorizes the division, through executive committee and chairman in charge, to call upon the members of that division for as much more or as much less money as they see fit, after having paid their allotment.

For Example:

"Suppose the cold storage members were faced with some very injurious legislation in Congress which would call for high class talent—men familiar with conditions, to stay in Washington and present arguments as to why Congress should or should not take that attitude; it might cost a great deal of money. Under this provision, if the cold storage men want to collect \$50,000 or \$70,000 from their own members for the vital needs of their industry they are entirely at liberty to do so. They may collect as much or as little as they wish, so long as they collect \$3,000 for their share of the general overhead.

"The same is true of the merchandise division. If the merchandise men become convinced they wish to put through certain regulations as regards tariffs, railroad legislation, dock warehouses, they have the power, without reference to the general board, to go ahead and assess their members and collect from their members such amount as is required, provided always that they first contribute their \$10,000 for the general expense.

"These arrangements were arrived at as a result of a great deal of very interesting thought and study, of argument and discussion, on the part of the board. They have not been arrived at hurriedly, and to my eyes they contain the germ of wonderful development for the association.

"In the case of the cold storage division, I understand, although it has not been consummated, they have it in mind to employ a secretary with headquarters

at Chicago, the great cold storage center of the country. This is true of the household goods also. They can if they wish to employ a secretary. I think this is not definitely decided."

Mr. Morse said that the association's new president, Gardner Poole, told the directors he hoped to call the first meeting of the directors in Minneapolis, and at that meeting the directors would take up the questions pertaining to the suggested consolidation of the A. W. A. and the Central Warehousemen's Club. Mr. Morse said the meeting would take place probably in June.

Banks Withhold Indorsement

Indorsement of the negotiable and non-negotiable forms of warehouse receipt, standardized by the American Warehousemen's Association, has not yet been obtained from the American Bankers' Association.

This fact was brought out by William E. Halm, president of the New York Dock Co., in his report as chairman of the committee on banks and warehouses at the A. W. A. convention at Houston. Mr. Halm explained:

"The insurmountable objection is the printing of the Terms and Conditions on the back of the receipt. The bankers of about twenty cities were practically unanimous that there should not be any approval of the face of the receipt alone, leaving the Terms and Conditions on the back to be inserted according to the needs of the particular industries. Where the banks asked the local warehousemen for advice, the criticisms were numerous and varied—not only upon the text but even upon the printing and its form.

"Anyhow, as the request for indorsement could not go before the bankers in convention with *any* friend to back it, your committee could only consider the subject closed until the happy day when the industry of the entire country can and will use a uniform set of Terms and Conditions for its guidance."

Membership Changes

Election of the following companies to membership in the American Warehousemen's Association is announced by the general secretary, Charles L. Criss, Pittsburgh:

Associated Terminals Co., San Francisco, operated by the Union Terminal Warehouse Co., Los Angeles. Membership affiliation is with the merchandise division. Gerald FitzGerald is president and H. E. Chambers is secretary.

Queen City Warehouse Corp., Buffalo. Affiliation is with the merchandise division. W. P. Taylor is president and A. L. Perazzo is secretary.

Western Transfer & Storage, Ltd., Edmonton, Alberta, Canada. Affiliation with the merchandise and household goods divisions. Charles W. Leonard is president, and C. W. Rickerd is secretary.

Withdrawal of the following companies from membership in the A. W. A. is announced by Mr. Criss:

Central Storage & Forwarding Co., Chicago. Company has ceased to do a merchandise warehousing business, having leased to various tenants all of the 650,000 square feet of space operated.

City Storage, Ltd., Toronto, Canada. Company was affiliated with the household goods division.

Continental Milling & Warehouse Co., New York City. Company not now doing a general warehousing business.

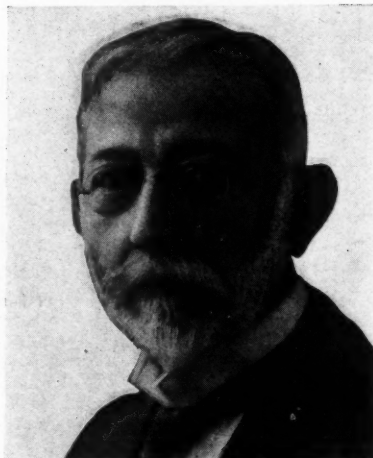
David Fireproof Storage Warehouses, Chicago. Company was with household goods division.

International Warehouse Co., El Paso, Tex. Company was with merchandise and household goods divisions.

Railway Terminal Warehouse & Storage Co., Troy, N. Y. Company was with the merchandise division.

Affiliation with household goods division has been taken by the Durham Storage Co., New Haven, Conn., already with the merchandise division.

Philip Godley



Elected first president Pennsylvania State Warehousemen's Association

Pennsylvania State Warehousemen's Assoc.

Committee Appointments

SUBSEQUENT to the Philadelphia meeting at which the Pennsylvania State Warehousemen's Association was organized there was held a conference of the officers—Philip Godley, Philadelphia, president; John B. S. Rex, Philadelphia, vice-president; and Robert L. Spencer, Pittsburgh, secretary—and committees were designated as follows:

Laws and public relations—Chairman, John J. Lordan, Allentown; Harvey C. Miller, Philadelphia; W. P. Tatnall, Pittsburgh.

By-laws—Chairman, H. A. Bietenduefel, Pittsburgh; Charles L. Criss, Pittsburgh; Robert L. Spencer, Pittsburgh.

Rate bases, insurance and simplification of methods, practices and forms will comprise much of the early activities of the new association. The next meeting will be held on April 10 in Pittsburgh. The following companies are the charter members:

Member Companies

Allentown: Allentown Warehouse Corp., John J. Lordan, president.

Lancaster: Lancaster Storage Co., C. M. Neff, treasurer.

Philadelphia: Commercial Warehouse Co., Howard K. Hall, proprietor; Eastern Warehouse Co., George R. De Long, owner; Godley's Storage Warehouses, Philip Godley, proprietor; Loeb Cold Storage & Warehouse Co., Harry Loeb, president and A. G. Loeb, secretary; Merchants Warehouse Co., Harvey C. Miller, president, and George M. Richardson, treasurer, and Snowden Henry; Philadelphia Tidewater Terminal Co., Mr. McKinney; Philadelphia Warehousing & Cold Storage Co.; Quaker City Cold Storage Co., Edward T. Davis, Jr., secretary; Rex & Co., Inc., John B. S. Rex, president; Terminal Warehouse Co., Thomas D. Sullivan, president; Traders Warehouse, George G. Pierie, Jr., president.

Pittsburgh: Consolidated Storage Co., W. P. Tatnall, superintendent; Charles L. Criss, general secretary American Warehousemen's Association; Duquesne Warehouse Co., H. A. Bietenduefel, superintendent, and J. L. Koch; Pennsylvania Railroad Co., Robert L. Spencer, warehouse superintendent.

Pottsville: Sylvester's Storage, R. A. Sylvester.

Scranton: Quackenbush Warehouse Co., S. V. P. Quackenbush, vice-president.

Wilkes-Barre: Merchants Warehousing Co. of Wilkes-Barre, Arthur B. Schooley, president.

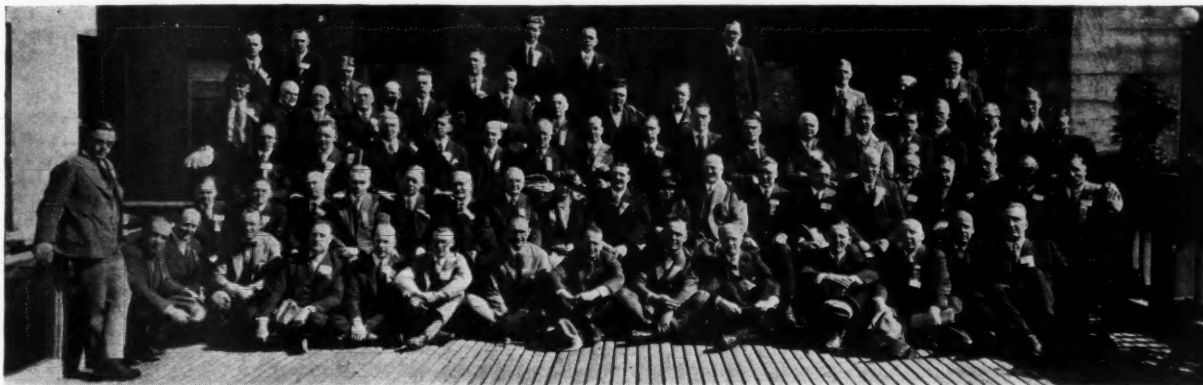
Williamsport: Williamsport Storage Co., Inc., McCormick Dawson, president.

Allen Retires

F. L. Allen, president of the California Fireproof Storage Co., Los Angeles, retired as president of the Truck Owners' Association of Southern California at the organization's recent annual meeting. He had held the office for two years and is president of the California Truck Owners' Association. Mr. Allen is succeeded by Alvin Key as president of the Southern body, but was elected a director, representing the warehouse division.

Long Distance Hauling

The California Transfer and Storage Association has adopted a policy in opposition to the granting, by the State Railroad Commission, of any franchise for the hauling of household goods for distances shorter than 200 miles from any point. The thought is that the granting of a franchise on distances of 200 miles or less would exclude members of many of the local associations from a portion of regular business to such a degree as to cause a severe hardship and do so without any advantage to the public.



Some of the delegates who attended the ninth annual convention of the Pacific Coast Furniture Warehousemen's Association at the Hotel Whitecotton, Berkeley, Cal.

"Service to Customers" and "Uniformity of Methods" Discussed by Pacific Coast Furniture Warehousemen

Yearly Meeting

Reported by H. H. Dunn

THE ninth annual convention of the Pacific Coast Furniture Warehousemen's Association, held in the Hotel Whitecotton, Berkeley, Cal., Feb. 22-24, brought together 87 delegates representing 92 companies, including 16 which joined during the past year, equivalent to rather more than 20 per cent in membership increase during 1923.

The convention went on record supporting a number of matters of interest to the Coast industry, but devoted its discussions largely to methods whereby service to customers could be strengthened, support of the N. F. W. A. strengthened and a more uniform system of packing, rates and similar departments established.

The election of officers resulted in the unanimous choice of W. G. Dickinson, regional vice-president for Seattle, as president, succeeding John R. Driver, Berkeley. Mr. Dickinson is president of the Lambert Transfer & Storage Co., Seattle. The other officers and directors elected were mentioned in the March issue of *Distribution & Warehousing*.

Mr. Dickinson's selection should, according to delegates from the Pacific Northwest, result in 100 per cent membership in Washington and Oregon. While no definite announcement was made, there was a majority of opinion that the next convention should be held in Portland, Ore.

President Driver opened the meeting with several suggestions and recommendations, as follows:

"The purpose of the monthly meetings and annual conventions is to give us a better and broader view of our business. These meetings are by way of being business schools, short courses in warehousing for all the members. As such they have been increasingly successful. With the Pacific Coast as the

producer, the Pacific Ocean as the field for transportation, the steady and great growth of population in these three States means an equally great growth in business for the furniture warehouseman. The centers of our business are in the communities of Seattle, Portland, San Francisco, Los Angeles and San Diego, and the growth of business in and between these centers depends on cooperative effort by all the warehousemen. The average attendance at our monthly meetings has been more than satisfactory; it has been highly pleasing and fully indicative of the large and attentive interest taken by all the membership in the welfare of the association.

"I would recommend to you, as a part of your program for the coming year, the organization of the association into three divisions, one covering the territory south of the Tehachapi Mountains, commonly known as southern California; one covering the central part of the State, with headquarters in San Francisco or in one of the cities on San Francisco Bay; and one in the North, embracing Seattle and Portland and their surrounding territory. I would recommend that each of these divisions hold regular meetings once a month, to study uniform problems and questions submitted for discussion to all the branches by a committee selected from all three divisions.

Would Support N. F. W. A.

"I would suggest that an amendment be presented, providing for the rewriting of the constitution to meet the needs of the rapidly growing membership and the expanding territory. In this new constitution I believe that special attention should be paid to legislation, uniform methods, labor, traffic, publicity, rates, reciprocal relations and warehouse construction, and that committees on these subjects be appointed to study them thoroughly and present to the constitutional committee the results of their studies.

I would further recommend that these committees work continuously with the similar committees of the National organization on the same subjects. Incidentally, I believe it would be advantageous to have the secretary chosen from the locality from which the president is elected, so that the two may work more closely together without the handicap of distance, delays in communication and similar handicaps."

The report of Rodney S. Sprigg, Los Angeles, secretary, showed an increase from 76 to 92 members in the past year, with great growth of interest and increase in attendance at each successive meeting. Grant Orth, Pasadena, treasurer, reported the association's finances as in a healthy condition, with \$1,705.46 in bank.

Packing

The regular work of the convention was then taken up, beginning with a paper on "Standard Furniture Packing" by Henry M. Burgeson, Los Angeles. He urged that books be packed as carefully for storage as for shipment; that furniture be wrapped so as to be ready to be crated, in case shipment was ordered, and that rugs and box springs be crated when stored. He believed the association should adopt a uniform plan on this subject and that each member should follow that plan. He further expressed belief that it was advantageous to mothertreat all rugs before shipping.

"The revenue from packing is falling off, due to long-distance truck-hauling," said Mr. Burgeson, "but this loss can be offset by the selling of service for storage. This requires salesmanship, it is true, but it materially increases the revenue of the packing department. Packing by storage concerns should be considered from three angles: first, the responsibility of the warehouseman; second, service to the customer; and, third, revenue to the warehouseman."

During ensuing discussion two questions were propounded, the first: "Should rugs be boxed or crated in all cases for rail shipment?" This was answered in the affirmative, but a showing of hands called for by the president indicated only a few were doing it, owing largely to the fact that the public is not yet educated to the point of paying for the boxing and protection of rugs. Those warehousemen who are doing this are selling the service to each customer. Milo W. Bekins, Los Angeles, said his company protected the rugs when shipped by laying strips of lumber 8 inches wide and $\frac{1}{2}$ inch thick around the rug, and wrapping with wire. This, he said, was cheaper and more easily done than boxing or crating.

Ever Hear of Moths?

A discussion of moth-treatment, with or without the order of the customer, came up at this point, and the recommendation was adopted, on motion by Mr. Burgeson, that all rugs and woollens be moth-treated before shipping. It was further suggested that if the warehouseman would arrange with the customer for moth-treating these articles there would be no occasion for the second storage man who received them from the first to open the package or moth-treat the contents. This was especially suggested to eastern packers and shippers. Instances were brought out in which rugs had been lost—or at least claims had been put in by the owners for "lost" rugs—when the Pacific Coast warehouseman had opened packages of rugs in order to moth-treat them. It was suggested that if moth-treatment for rugs was made a general practice, the same should be done for blankets, upholstered furniture and all other goods subject to attack by moths.

Grant Orth said he had eliminated virtually all risk of claims for "lost" rugs due to opening of packages by insisting on three checks on the contents of each package—one from the customer, one from the shipping warehouseman and one by his own staff.

The second question under this subject was: "Should furniture which requires wrapping for storage be prepared so that it is ready for the crate in case it may be ordered shipped?" The answer by the majority of the delegates was "Yes, if the service can be sold to the customer." An interesting discussion followed, aided by a number of pieces wrapped for storage and others crated ready for shipping, the work having been done by the Students' Transfer and Storage Company of Berkeley. This discussion brought out that it was the uniform practice of the P. C. F. W. A. members to wrap such goods in the warehouse rather than in the home, as facilities for so doing were much better at the plant than in any residence.

Price Schedule Planned

It was reported that a schedule of prices for packing for storage, as well as for shipment, was being figured out by the southern division of the P. C. F. W. A., and a motion was adopted that

the association print blank schedules for prices on these two services, to be sent to all members, with the request that each member fill in the price he is charging and return the schedule to the association. In this manner a price schedule for the entire association may be established and adopted.

On motion of Milo W. Bekins the association unanimously adopted a resolution that the association open no packages for moth-treating without permission by the customer.

The subject of insurance was then taken up, with a paper by H. B. Lyon, Oakland, chairman of the insurance committee. Mr. Lyon said the association was confronted with a hard fight to get a rate of compensation insurance in California, owing to the comparatively small

men's payrolls in the State for, say, the past five years, and their losses during the same period, a base for the figuring out of a classification and a rate could be obtained. In his opinion it would require about three years for this classification and rate to become fully operative. A rough estimate for the rate under the new single classification, Mr. Gallagher believed, would be about \$3.10.

On motion of E. B. Gould, San Diego, the association went on record requesting the California State Insurance Department to formulate a classification of its own for furniture warehousemen. This problem was then referred to the insurance committee.

Transit Insurance

Regarding transit insurance, Mr. Lyon said the committee was working for a uniform rate. He suggested that the rate by truck or rail be made uniform at the following figures on the hundred dollars: Up to 299 miles, 25 cents; up to 399 miles, 30 cents; up to 499 miles, 40 cents, and 500 miles and over, 50 cents. Added to this would be an additional theft and package charge of 25 cents, and another theft and pilferage charge of 50 cents on the \$100 valuation. Mr. Lyon moved that these rates be recommended as standard by the association, and this motion was carried.

B. F. Cramer, an insurance man, explained a new policy which he has been taking up with individual members, and he urged the vital necessity of mass action by local and State associations to get better rates. Mr. Cramer declared the furniture warehousemen controlled 50 per cent of the transit insurance in this country.

Discussion developed majority opinion that cooperative insurance was not practical, and a motion to this effect was adopted; that the rate basis of transit insurance should be uniform for all distances; that there was some probability of a reduction in rates for compensation insurance in California; and that only a small part of the employees in the warehouse industry took enough interest in employee life insurance.

In a paper on "Legislation," Judson M. Davis, Los Angeles, brought out that, due to the efforts of the legal committee, a number of bills inimical to the industry had been killed at Sacramento during the 1923 session of the Legislature, but that there was little hope of relieving the warehousemen from their present heavy burden of taxation. He pointed out the need of legislation similar to some of the banking laws.

Liability for Delivery

During discussion it was argued that, in case a storage account was subject to the order of two persons and the principal died, but the warehouse was not identified of the fact, the warehouse was not liable for delivery of the goods to the other party. If the warehouseman was informed of the death of the principal, however, he was safe in making delivery only when the warehouse receipt is signed by both parties, with "and or" between the names as "John Doe and or Jane

W. G. Dickinson



New president Pacific Coast Furniture Warehousemen's Association

amount of the payrolls and to the difficulty of classifying the employees all under one head; that is, a rate covering warehousemen exclusively. All employees must be covered, and, as in most warehouses the employees work interchangeably, the tendency was to list them under the lowest rate. The committee, he reported, was working for a single rate on all warehouse employees except the office help, and the California State Rating Bureau was now at work on revision of rates.

"Drivers, chauffeurs and helpers show the highest rate of accidents," said Mr. Lyon, "and we are seeking a rate truly relative to the warehouseman's real hazard. The California rate for warehousemen and packers is \$3.99; for chauffeurs and helpers, \$3.06, yet men working for companies delivering new furniture are rated at \$1.73. There is an obvious injustice here, and it is probable that we may be able to make some headway in remedying it soon."

Mr. Lyon introduced Mr. Gallagher of the State Insurance Department, who urged upon the warehousemen the necessity of formulating one payroll classification. With the present divided classification, he declared, it was impossible ever to get a rate. He suggested, however, that by taking the furniture warehouse-

Doe." On motion of J. W. Stern, San Francisco, the convention instructed the legal committee to obtain further information on this subject from attorneys.

Daniel Bekins, Seattle, made the following statement:

"By decision of the Washington State Supreme Court, a warehouseman issuing a negotiable receipt thereby guarantees title to the property covered by that receipt. This means that the warehouseman's only recourse, in order to be perfectly safe as to ownership of property stored in the State of Washington, is to issue only non-negotiable receipts."

The evening session on the twenty-second consisted of a dinner, at which Mayor Stringham of Berkeley welcomed the warehousemen, and M. C. Lynch spoke on "Business Ethics."

The second day of the convention was opened with a paper on the "Cost of Truck Operation" on behalf of William Norris, Los Angeles. This paper declared that records should be kept on a ton-mile cost basis, and that depreciation should be based on five years as the life of a truck and 10,000 miles as the life of a tire. Experiments made by Mr. Norris's firm showed that the minimum cost of operating any one truck with two men was \$13.06 a day, or 37 cents a mile, while the maximum cost was \$22.58 a day or 88 cents a mile. The average cost for 1922 was \$17.81 a day or 55 9/10 cents a mile. In 1923, this average cost increased to \$19.59 a day, or 56 1/5 cents a mile.

Discussion developed opinion that it was more satisfactory for each firm to keep its own cost records, rather than to employ an accounting firm; that in getting costs of operation, per-hour costs should be compared with per-mile costs; and that, as the mileage increased, the cost decreased down to a certain point, but the cost per day increased.

Various methods of warehouse operation were discussed by Milo W. Bekins, and the majority opinion was that warehouse labor should not be included in cartage cost; that handling in and out should be assessed against the first month's bill; that the term "warehouse labor" should be used instead of "handling in" or "handling out"; that commissions should not be paid to truckmen on storage orders, though many of the members admitted they were so doing. "Warehouse Construction" was discussed by H. W. Meldrim, Long Beach, who said that the most practical width of building for a furniture warehouse was 60 feet—or, at any rate, a multiple of 20 feet—as storage business was running in smaller lots than formerly, owing to the prevalence of apartment-house life. Aisle space was the governing factor in this type of warehouse construction, he declared, and the widths of modern city lots being in multiples of 25 feet was a limiting factor. The idea that a warehouse should be built to its full contemplated height at the beginning, and upper stories not left for later construction, met with the approval of the convention.

E. B. Gould spoke of the rapidly increasing values of the property on which most warehouses now stand and said:

Bound for Houston



AT the Houston convention of the American Warehousemen's Association, National Furniture Warehousemen's Association and Central Warehousemen's Club in January the California delegation did not fail to advertise their State vociferously—as Californians are wont to do. This photograph of some of the Pacific Coast crowd was taken as their train was about to leave Los Angeles at the start of the journey.

1. Gerald FitzGerald, president Union Terminal Warehouse Co., Los Angeles. 2. Mrs. Gerald FitzGerald. 3. Robert Graham. 4. S. M. Haslett, president Haslett Warehouse Co., San Francisco. 5. C. G. Munson, treasurer Union Terminal Warehouse Co., Los Angeles. 6. H. B. Plummer, Union Terminal Warehouse Co., Los Angeles. 7. B. E. Whitmarsh, secretary Pacific Commercial Warehouse, Inc., Los Angeles. 8. P. F. Kay. 9. Rodney S. Sprigg, manager Premier Fireproof Storage Co., Los Angeles. 10. A. B. Simon. 11. Arthur J. Clark, president Premier Fireproof Storage Co., Los Angeles. 12. Mrs. Arthur J. Clark. 13. Charles T. B. Jones, president Davies Warehouse Co., Los Angeles. 14. Miss Jane Jones. 15. W. E. Jones. 16. Miss Gwendolyn Jones. 17. Merle E. Turner, assistant secretary Los Angeles Warehouse Co., Los Angeles. 18. Milo W. Bekins, general manager Bekins Van & Storage Co., Los Angeles. 19. Mrs. Milo W. Bekins. 20. L. A. Bailey, secretary Warehousemen's Association of the Port of San Francisco. 21. W. E. Hibbett, president Lawrence Warehouse & Distributing Co., Sacramento. 22. Leo Phillips. 23. E. S. Stanley. 24. J. H. Meldrim, president City Transfer & Storage Co., Long Beach. 25. Mrs. J. H. Meldrim. 26. Mrs. J. H. Meldrim.

"What about the removal or the replacement of the building, if you do not build to full height and size at first? How about a poor building on a valuable lot becoming a liability at the end of fifty years? We are building, here in the West, of solid concrete, but in the East they are building of steel beam construction, filled in with concrete slabs. We cannot move our buildings; when they are wrecked they are worthless, but the steel beam construction can be torn down and removed with some value left. I would recommend to all warehousemen contemplating building that they investigate most thoroughly steel beam construction before deciding on type of building they will erect."

Difference of opinion as to the best form of paint for concrete floors, one of the questions propounded in the discussion, was manifest, but the delegates agreed that flat-slab construction was better than arch construction, and that the most desirable span between posts was 20 feet.

Henry Reimers, Chicago, field secretary of the N. F. W. A., read a paper on cost accounting, in which he asked the P. C. F. W. A. to join the National in working out the problems involved in

this department, and to appoint a cost-accounting committee to work with the National. He outlined the major problems confronting the N. F. W. A., including some of those which developed at the Houston convention in January.

H. Charles Sieck, a Los Angeles advertising agent, urged the warehousemen of the Coast to cash in on the increasing wave of popularity of the entire Coast, but warned them that, if their advertising was to be valuable, it must have an objective.

E. B. Gould spoke on "Uniform Warehouse Receipts," bringing out the points that the warehouse receipt was not a declaration of liability, but of responsibility, and was a vital factor in service; that there was great need of a standard non-negotiable receipt; and that the warehouseman should remember that he was a private and not a public carrier.

The convention refused to take action on a proposal to endorse the Swing-Johnson Bill for the construction of the Boulder Creek Dam on the Colorado River. President Driver made it clear that this refusal was not a reflection on the merits of this bill, but merely to forestall other requests for endorsements of matters outside the industry.

W. G. Dickinson read a paper on "Reciprocal Relations"—with the warehouseman's fellow storage executives and with the customers and the public generally.

In a paper on "Traffic" Henry Clark urged the making of an itemized bill for every shipment. This paper was ordered printed and circulated to the entire membership and their employees. In discussion it was decided that the amount of advances should not be remitted on receipt of bill of lading, but that the method followed by the N. F. W. A. should be observed by the P. C. F. W. A. It was brought out that not all members, in sending bill of lading through a bank with draft, were notifying the consignee at what bank to call.

F. L. Allen, Los Angeles, in a paper on "Rates," presented the Los Angeles rate table for the handling of crated goods from the depots and cars to various zones in the city. These tariffs range from 75 cents for 3 miles, \$1 for 5 miles, \$1.50 for 7 miles and \$2 for 9 miles on a weight of 150 pounds, to \$22.50 for 3 miles, \$25.25 for 5 miles, \$27.50 for 7 miles and \$29.50 for 9 miles on a weight of 7000 pounds.

Discussion developed that all the Coast members were using the cubic-foot base rate table adopted by the N. F. W. A. Many members expressed opinion that no allowance for return loads on truck trips should be made.

John R. Driver, retiring president of the Coast body, and Harvey Lyon, retiring president of the Draymen's Association of Alameda County, were presented respectively with a solid silver tea set and an automobile lunch set.

The northern division of the association won the block and gavel offered jointly by the Western Truck Owner and DISTRIBUTION & WAREHOUSING as a prize to the division showing the largest number of members at monthly meetings for five months in 1923. The Northerners' total attendance at those meetings exceeded that of the Southerners by 75. The silver-mounted mahogany gavel and block were used during the convention.

—H. H. Dunn

New York Furniture Warehousemen's Assoc.

State Bill Opposed

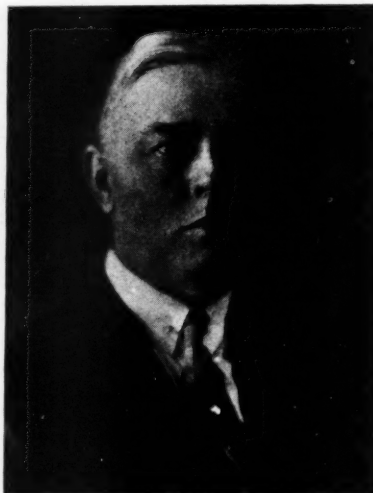
A MEASURE which has been introduced at Albany, covering "Insurance of Goods by Warehousemen," was disapproved by the New York Furniture Warehousemen's Association at its March meeting, held on the 10th at the Aldine Club. The bill would add Section 107-a to the State's general business law, the amendment reading:

"A warehouseman may, in his discretion and with the written consent of the owner, procure fire insurance on any goods or property left for storage and charge the expense thereof to the depositor and for such purpose shall be deemed to have an insurable interest in the property deposited. Each such policy of insur-

ance shall be payable to the owner of the property. The owner of any such property shall, upon request, make a verified statement of the items and value of such property and deposit the same with the warehouseman. This section shall not be construed to create a liability upon the part of the warehouseman in the event that no insurance is procured."

William T. Bostwick, secretary, was instructed to enter a written protest at Albany on the general ground that the measure is without sense and that the association wanted no indiscriminate amendments to the General Business

William R. Wood



New president New York Furniture Warehousemen's Association

Law, which includes the Uniform Warehouse Receipts Act.

The association is not, however, opposed to Receipts Act amendments which have the sanction of the American Bankers' Association and the Commissioners on Uniform State Laws. Three suggested amendments—outlined in the article beginning on page 12—are before the New York Legislature. They were discussed at the New Yorkers' March meeting and it was voted not to enter any objection at their enactment.

William R. Wood, president, announced that he had appointed warehouse accountants as members of the association's cost finding committee. This is in line with the suggestion which Mr. Wood made, at the Houston convention in January, in his report as chairman of the insurance committee of the N. F. W. A. His thought was that if warehouse accountants representing all State and local associations could be on the cost finding committees they could familiarize themselves with the proposed standard bookkeeping forms which are being worked out by the Wood committee for the National's members.

The New York association indorsed the Tierney form of transit insurance which the N. F. W. A. approved at Houston.

Ohio Association of Commercial Haulers

Yearly Meeting

THE annual convention of the Ohio Association of Commercial Haulers, postponed from January, was held at the Deshler Hotel, Columbus, on March 12, with 160 members attending the daytime business session and the evening banquet. Officers were reelected as follows:

President, Frank C. Schmidt, Toledo.
Vice-president, W. Lee Cotter, Mansfield, head of the Cotter chain of warehouses.

Secretary, William H. Kutschbach, secretary Kutschbach-McNally Co., Columbus.

Treasurer, D. E. Edwards, Columbus.
The 1924 board of control comprises J. G. Greene, Springfield; J. H. E. Kerschner, J. H. E. Kerschner Storage, Tiffin; William B. Hunger, Cleveland; J. W. Peoples, manager Merchants Transfer Co., Marion; Charles J. McDevitt, Cincinnati; M. W. Aipen, Canton; J. A. Laisure, Columbus; Paul J. Herbert, president Wm. Herbert & Son Co., Youngstown; Ora Stafford, Springfield; R. B. Haynes, owner Newark Warehouse & Storage Co., Newark; D. Stelzer, Lima; Frank W. Stacey, secretary Wm. Stacey Storage Co., Inc., Cincinnati; H. J. Carew, manager Mansfield Transfer & Storage Co., Mansfield; Harry S. Knox, treasurer Knickerbocker Warehouse & Storage Co., Akron; W. R. Thomas, vice-president Lincoln Storage Co., Cleveland; J. A. Wiseman, Athens; P. A. Dolle, treasurer Fireproof Warehouse & Storage Co., Columbus; D. F. Goodin, Elyria; Charles Haeckl, Hamilton; and R. L. Clark, Cincinnati.

Warehousemen's Ass'n of the Port of New York

Crosby Reelected President

OFFICERS for 1924 were chosen by the Warehousemen's Association of the Port of New York at a recent meeting, as follows:

President: W. Clive Crosby, president Fidelity Warehouse Co., Manhattan.

Vice-president: W. Firth.

Secretary: H. E. S. Wilson, vice-president Campbell Stores, Hoboken, N. J.

Treasurer: E. H. Maxwell, vice-president Independent Stores, Inc., Manhattan.

L. E. Nauman was elected a director-at-large. William E. Halm, president New York Dock Co., was designated chairman of the merchandise section, and D. H. Van Name, secretary F. C. Linde Co., chairman of the cold storage division.

The Essex Warehouse Co. was elected to membership.

REFRIGERATOR TRUCK IN WAREHOUSE SERVICE

THE refrigerator truck has appeared in Kansas City, one being in operation between Kansas City and Lawrence, Kan., making two runs a week and serving three packing houses. L. J. Canfield, proprietor of the Inter-State Transfer & Storage Co., has installed this service and will expand it as its utility and profit develop.

Distribution of meats in Kansas City to surrounding towns is increasing by motor truck. One company operating a fleet of trucks carries fresh meats received by railroad and received from packing companies a distance of thirty miles without refrigeration. Most of the meats, however, to distances greater than twenty miles are shipped by railroad refrigerator car, and delivered by packers' trucks maintained in the towns for the purpose, or by local transfer companies.

The Canfield refrigerator truck picks up meat at packing houses at midnight, moving then direct to Lawrence, a distance of forty-five miles, and delivering at store doors about opening time. With railroad transportation the meat is loaded at 4:30 p.m., and delivered the following morning. The local freight rate on fresh meat is 38½ cents; the refrigerator truck rate is 45 cents a hundred pounds. This truck is receiving for smoked meats the same rate as for fresh, although the railroad rate is fourth class, 30 cents.

To Extend Service

The refrigerator truck service will later be provided for Leavenworth, Excelsior Springs, Liberty and other towns in about a fifty-mile radius, which now are served by electric railways. There is said to be a total of about 50,000 pounds a week of available meat transportation from the packers to these towns. The truck carries 12,000 pounds, and the problem, therefore, is to adjust the runs to the required daily shipments, so that one truck can have a maximum of use before other trucks are installed.

The truck body is 18 feet long, 7 feet high and 7 feet wide. Interior walls and floor are of grooved yellow pine. It is fitted with wooden bars, removable, running transversely, from which meat-hooks depend. An ice chamber is provided, 20 by 24 by 72 inches, of galvanized iron, above the driver's seat and built into the cab so as not to occupy any space in the main body of the truck. The ice chamber holds 600 pounds of ice and salt. The chamber is iced through the top of the cab. An opening in the chamber, 4 inches wide and 72 inches long, provides circulation of cold air to the truck body. No. 1 deadening 5-ply felt paper is used as insulation in the exterior walls and a dead air space back of the inner walls. The exterior walls are steel panels.

The body has one side door and two rear doors. Below each door are steps. The body is painted a chrome yellow and the name of the company and other lettering are in silver.

Beneath the body and connected with

the ice chamber is an overflow pipe and drain pipe.

The body is mounted on a 4-ton, model 80, Garford chassis, and was made by the Indiana Carriage Works, Kansas City.

The service of this truck is in the experimental stage. The owner anticipates that eventually return loads will be developed—produce from collectors in the town, and from growers along the route.

The truck will be found illustrated on page 29.

Would Regulate Trucks

Regulation of freight-carrying motor trucks in Massachusetts by the State Department of Public Works was urged before the Legislature's legislative committee on street railways by William F. Williams, Commissioner of the Massachusetts Department of Public Works, at a hearing at the State House, Boston, attended by several hundred truckmen and representatives of trucking interests, on March 6.

Commissioner Williams said that although motor trucks carrying freight should be regulated in order to protect the lives and property of persons using the highway and bridges of the State, the regulation should not be hostile to the development of the motor truck as a means of transportation. The bill recommended by the department, he said, places this regulation in the hands of the Division of Highways in the Department of Public Works.

Commissioner Williams held that the motor truck should not be looked upon as purely a competitor of the railroads, and regulations made and rates fixed accordingly. "The department does not believe," he said, "that this great public utility should be loaded with artificial and unreasonable burdens in order that it may be forced to the application of rates which will place it on a competitive basis with the railroads."

Milbauer Honored

Charles Milbauer, managing director of the Shupe Terminal Corp., Newark and Kearny, N. J., was honored early in March by the Traffic Club of Newark, which presented him with a solid silver service.

The gift was a reward for fifteen years of service on behalf of the club—as its first president and later as editor of the club's magazine for many years. The presentation was made by the organization's oldest member, George Black, at the club's fifteenth annual meeting and anniversary.

Tooker Plant for Los Angeles

The Tooker Storage & Forwarding Co. of Chicago and New York, is planning to build a four-story and basement merchandise warehouse at Eleventh and Lemon Streets, Los Angeles. It will be of reinforced concrete and will contain three elevators.

MONARCH DISPLAY AT "BETTER HOMES" SHOW

THE Monarch Storage & Transfer Co., Kansas City, illustrated effectively service to thousands of visitors to the Better Homes and Building Exposition held in Kansas City's Convention Hall, Feb. 18 to 23. More than 100,000 people attended this third annual show.

A picture on page 29 shows the booth, which attracted a great deal of interest among people, especially those who were contemplating moving from their present abode to a "Better Home." The Monarch firm got over the idea that Monarch storage and transfer service was the ideal service for people in the market for it, to use, by this presentation, which was beautifully staged.

The scene showed the old home being vacated and the truck that was being used to transfer or possibly store the goods. The two buildings were neatly and artistically made of cardboard and thin strips of wood and represented an actual reproduction of the two warehouses which the company maintains. Both were electrically illuminated and gave the effect of the actual warehouses in miniature. The 2-ton truck was moving a carefully packed household of furniture along a graveled "street" to a cute, well constructed miniature modern "Better Home," made of wood, which also was illuminated.

Wisconsin Truck Tax Upheld

Wisconsin warehousemen operating their own trucks are forced to shoulder an additional tax burden under a recent decision by the State Supreme Court, holding the new automobile weight tax law constitutional. Under the court ruling the Secretary of State is authorized by law to collect the new type of license fees on motor trucks, the fee being directly proportional to the weight. Moreover, the license to operate a truck costs just double as much per unit of weight as does the license for a passenger car. According to the schedules which went into effect on July 1, 1923, and now declared to be constitutional, truck licenses are to cost from \$20 to \$80 as to weight. Many van operators have been postponing getting licenses pending the Supreme Court decision.

The litigation was started by the attorneys for the Wisconsin Transportation Association, which sought to enjoin Secretary of State Zimmerman at Madison from carrying out the provisions of the law.

Redman Victim of Robbers

The home of B. F. Redman, president of the Redman Fireproof Storage Co., Salt Lake City, was entered recently by thieves who stole \$1,000 worth of jewelry and clothing and about \$100 in cash. About a year ago robbers stole approximately \$2,000 worth of jewelry and other effects from Mr. Redman's home.

TRUCK CORP. ACQUIRES INDEPENDENT'S PLANTS

THE entire assets and physical properties of the Independent Warehouses, Inc., operating thirteen public merchandise storage plants in the New York metropolitan district, are to be taken over on April 1 by the United States Trucking Corp.

It is reported that one of the men identified with the transaction in a rather prominent way is L. T. Crutcher, formerly president of the L. T. Crutcher Warehouse Co., Kansas City, and until recently vice-president of the General Storage Co. of Cleveland.

The United States Trucking Corp., of which Alfred E. Smith, Governor of New York, was once president, is a subsidiary of the United States Distributing Corp., which is headed by Harry N. Taylor. The trucking corporation when organized acquired the good will of about twenty-seven trucking companies operating in New York City. It is engaged in so-called direct delivery freight and transfer service for railroads, as well as in general trucking for steamship lines, hotels, packing concerns, coal firms, etc. Its total assets, prior to taking over the Independent's, were \$5,000,000. Regarding the deal, Mr. Taylor said:

"These warehouses will be operated by the Independent Warehouses, Inc., and closely affiliated with the United States Trucking Corp. The inland stations of the Erie Railroad on the island of Manhattan are located at three of the Independent warehouses. These inland or off-rail freight houses give the New York merchants every advantage that a freight house directly on the rails of the Erie road would give them, and do away with the necessity of going to the New Jersey side for freight."

The deal makes the trucking corporation the largest of its kind in the country. Governor Smith recently stated he would not run for another gubernatorial term because he desired to return to private business, and in political quarters this has been interpreted to mean that he intends to resume his business activities with the trucking corporation.

The Taylor interests are reputed to handle about 80 per cent of all the heavy trucking, except household goods, office furniture and retail coal, in New York City. It owns motor and horse-drawn trucks, floating derricks and special railroad equipment.

Under the consolidation Daniel Rear-don, vice-president of the trucking corporation, has been elected president of the Independent Warehouses, Inc., succeeding E. W. Stetson. William J. McCormack, another of the corporation's vice-presidents, will serve as vice-president of the Independent. E. H. Maxwell, an Independent vice-president, widely known in warehousing trade association activities, will continue in his present position, as will J. E. Friel, the Independent's secretary and treasurer.

The Independent operates more than 1,000,000 square feet of floor space in its plants on Manhattan Island and in Hoboken, N. J. In the 1924 Warehouse

Directory its investment is given as \$1,100,000, but its total assets are said to exceed that by \$700,000. One of the Independent's subsidiaries, the Warehouse Finance Corp., helps finance the warehouse company's needs. Under other subsidiaries sugar warehouses are operated in Cuba and cotton warehouses in the South. The company is a member of the American Warehousemen's Association, New York State Warehousemen's Association and Warehousemen's Association of the Port of New York.

GOVERNMENT BULLETIN TELLS OF MOTH PROBLEM

OF interest to household goods warehousemen is a pamphlet (Farmers' Bulletin No. 1353) issued by the United States Department of Agriculture on the subject, "Clothes Moths and Their Control," by E. A. Back, Entomologist in Charge of Stored-Product Insect Investigations, of the Department's Bureau of Entomology.

Complete elimination of moths is difficult, the bulletin states in a foreword, but they can be reduced "by using the control measures" described in the pamphlet, which goes on to suggest remedies for such reduction. The bulletin touches on such phases as careful wrapping, brushing, beating, sunning, various fluids and powders, cold storage, fumigation, gases, cedar chests, heat, hot water, soaps, etc., and goes into details in describing various methods.

The bulletin concludes with a list of "worthless substances" and "impractical remedies." The early pages of the pamphlet are devoted to descriptions of various moths, their foods, biology, etc.

Another pamphlet (Farmers' Bulletin No. 1346) deals in the same exhaustive way with "Carpet Beetles and Their Control."

Copies of the two documents may be obtained by addressing the Department of Agriculture, Washington, D. C.

Cold Storage Bill

A bill has been introduced in Congress aiming to license cold storage warehouses holding food intended for interstate shipment, and providing a license fee of \$500. The bill would duplicate the stock reporting work now being done by the warehouses for the Department of Agriculture, as it would require monthly reports to the Department of Commerce, which Department would maintain inspectors to check reports to see if they are correct.

The bill provides also for the labeling of foods received at all such warehouses. It is further set forth that it shall be unlawful for any person or firm operating a cold storage warehouse and doing business wholly within the United States, to transfer food products to any cold storage warehouse doing business under the terms of this act without first having given 30 days' notice of such transfer to the secretary of the Department of Commerce. Such notice shall state the kind and quantity of food products, and that it is the intention to transfer from said interstate warehouse to such interstate warehouse.

BEKINS CO. RECEIVES A LONG DISTANCE PERMIT

THE California Railroad Commission has granted a franchise to the Bekins Van & Storage Co., operating in San Francisco, Los Angeles, Oakland and Fresno, to use its extensive fleets of motor trucks for moving household goods between cities on the Valley and Coast highways between San Francisco and Los Angeles and to within thirty miles on either side of each route. Regular trips will be maintained, and Foot's Transfer & Storage Co. has been designated at the San Pedro representative.

The Commission held that a company such as the Bekins firm could render a distinctly worth while service in the interests of economy and conservation, expediting shipping and relieving congestion on rail lines due to the short haul, thereby releasing equipment which could be used for the greater benefit of the country at large in the movement of merchandise and salable commodities, rather than the transfer of household goods by rail. Commenting on the situation, Milo W. Bekins, general manager of the Bekins company, said:

"Since the inauguration and perfection of the long distance motor van service, operating out of San Francisco, Los Angeles, Oakland and Fresno, 24-hour driving schedules are maintained, with two drivers to each van, which contains a sleeping compartment for the driver who is not on duty. This affords a tremendous saving of time, avoiding inconvenient delays in getting settled on the part of those shipping."

Baruch on Warehousing

Adequate modern warehousing facilities, under public supervision to relieve the dumping of agricultural products on the market at the season of maximum production, is the first need of the farmer today, according to Bernard M. Baruch, who is economic adviser to the American Farm Bureau Federation.

Mr. Baruch believes that the warehouse is the cornerstone of any structure erected for the improving of agricultural financial conditions. His plan has been closely followed in the construction of Federal farm financing mechanism:

First, providing the warehouse, which receives, grades and certifies the farmers' products, and issues certificates thereon.

Second, the pledging of the certificates for loans from the local merchants or bankers.

Third, the discounting of the loans by the Government's agency.

Farm products, he points out, fluctuate more than any other commodity because the producer has lost control of them before they are ready for consumers' markets.

Cincinnati Blaze

Fire, virtually destroyed two four-story buildings occupied in part by the Union Transfer & Storage Co., Cincinnati, on Feb. 12. The property loss to all occupants was estimated at \$150,000.

**TOKIO COMPANY EMERGES
FROM EARTHQUAKE RUINS**

FIVE months after the disastrous earthquake and fire in Japan the Tokio merchandise warehousing firm, Toshin Soko Kabishiki Kaisha (Toshin Warehouse Co., Ltd.), a member of the American Warehousemen's Association, had virtually accomplished rehabilitation by the first of February, according to information received by *Distribution & Warehousing* from the company's general secretary, R. Aoki.

It transpires that the greater part of the firm's buildings in Tokio and Yokohama were destroyed. After the earthquake the company immediately restored its Yokohama branch to take care of receiving and distributing great volumes of goods which came pouring into both Yokohama and Tokio from inland Japan and from all parts of the world. Subsequently the company began restoring its space in Tokio until today it operates nearly as many square feet as before the calamity.

According to Mr. Aoki, the Japanese Government is planning to build Federal-owned storage plants and to assist the public warehouse companies in taking care of goods.

The Toshin Warehouse Co., Ltd., is under the direct management of the wealthy Mitsui families, which controls also banks and mining properties, and is identified with the Mitsui Bank, Japan's oldest institution of its kind. It has witnessed several expansions in recent years. In 1918 it purchased the Osaka Warehouse Co., Ltd., of Osaka. In the same year it increased its capital to 5,000,000 yen in order to insure efficient conduct of its business developed owing to the European war. In 1920 it established the Taisho Express Co. in Kobe. In 1922 it established a branch in Nagoya, Japan's central metropolis. In February, 1923, it increased its capital to 15,000,000 yen. The present capital of the associated banking and mining interests amounts to 400,000,000 yen.

Directory Listing

Owing to the earthquake, the company did not return the information sheet for the 1924 Warehouse Directory in time for a starred listing to appear in the directory, and accordingly the listing in the previous year's Directory was repeated. The information was received in New York early in March, and the following is the listing as it would have appeared in the 1924 Directory (published as part of the January, 1924, issue of *Distribution & Warehousing*):

Toshin Soko Kabushiki Kaisha
(Toshin Warehouse Co., Ltd.).*
Temporary address, No. 2 San-
chome Yurakuchō, Kojimachi-Ku,
Tokio. Baron Toshitaro Mitsui,
President. H. Okumura & R.
Kadono, Managing Directors. K.
Hayashi & K. Fukui, Directors. E.
Koshi & T. Majima, Auditors. R.
Aoki, General Secretary. Est. 1909.
Joint stock co. Investment, 15,-
000,000 yen. PB. Whses: Tokio
branch (MDSE), Sanchoe, Hako-
zakicho, Nihonbashi-Ku, Tokio,

41,376 square yards. Yokohama
branch (MDSE), Shinkocho, Yoko-
hama, 28,400 sq. yds. Nagoya
branch (MDSE), Chitose, Minami-
Ku, Nagoya, 8,824 sq. yds. Osaka
branch (MDSE), Nakanoshima,
Kita-Ku, Osaka, 89,957 sq. yds.
Kobe branch (MDSE), Kanocho,
Kobe, 127,073 sq. yds. Moji branch
(MDSE), Hamacho, Moji, 18,168
sq. yds. City delivery of Mdse in
Kobe and Osaka. Silk. Assoc:
AWA Japanese Warehousemen's
Association.

Liquor Disappears from Storage

Eight thousand cases of pre-war bonded whisky, valued at nearly \$1,000,000, have vanished from the Federal concentration depot at the Sibley Warehouse & Storage Co., Chicago, according to a copyrighted news story in the *Chicago Herald and Examiner* of Feb. 29. The withdrawals were accomplished by means of forged or raised permits for medicinal whisky, the newspaper stated, and the withdrawal records were said to have disappeared.

Two men representing themselves as prohibition agents called at the concentration depot and presented a letter purporting to come from the Internal Revenue Department, directing that the records be turned over to them, according to the story. Prohibition officers denounced the letter as counterfeit, with the signatures on it as forged.

The depot, one of three designated in Chicago by the Government, is one of the largest Federal liquor concentration points in the country.

Correction

The Security Van & Storage Co., 1417 Second Street, Santa Monica, Cal., calls attention to the fact that its street address is erroneously printed in its starred listing on page 72 of the 1924 Warehouse Directory, published as part of the January, 1924, issue of *Distribution & Warehousing*.

Owners and users of the Directory should make a written notation in their copies of the correct address of the Security firm for future reference. In making this notation the concluding sentence, "See listings of Union Transfer & Storage Co., under Venice & Ocean Park," should be stricken out. The Security and Union companies are in no way connected.

Warehousemen Caricatured

The Denver *Rocky Mountain News* in a recent special edition caricatured about sixty leading business men of the city, classifying them as men back of the growth of Denver.

Robert V. Weicker, president of the Weicker Transfer & Storage Co., was shown driving a truck, with a sign "He can and will move anything."

W. M. Wright of the Wright Transfer Co., was pictured with a piano on his back, and saying "If I only had time to attend to all my engagements."

**DISTRIBUTION BOOKLET
ON "RETAIL EXPENSE"**

A PAMPHLET on "Retailers Expense" is being issued by the Domestic Distribution Department of the Chamber of Commerce of the United States, and copies may be had, in limited quantities, by addressing the department's manager, Alvin E. Dood, the address being the Mills Building, Washington, D. C. The pamphlet covers these subjects:

1. Salaries and wages.
2. Rent.
3. Advertising.
4. Depreciation.
5. Bad debts.
6. Taxes and insurance.
7. Interest.
8. Office supplies.
9. Heat, light and power.
10. Unclassified expenses.

The information is intended to facilitate analysis of costs and deals with such questions as the following:

Do you know what it costs to do business? Are you spending too little or too much for your advertising? Do you pay yourself a salary? Who pays your rent? What is your allowance for depreciation? Do your losses from bad debts keep you awake at night? What is the proper way to treat insurance on your books? How do you know where to cut costs?

Spokane Company Expands

The Spokane Transfer & Storage Co., Ltd., Spokane, Wash., has acquired a downtown lot, with trackage, and has begun construction of a second warehouse. At present only the first unit of the new building will be erected, the unit to cost \$12,000 and to contain one floor, 50 by 140 feet, to be used for storage of machinery and as a garage, with a display room and branch office to occupy the front. The company's main office will be continued at 310 West Pacific Avenue.

Tax Act to Be Tested

The question whether inter-city contract freight haulers, including warehouse companies, are subject to the 4 per cent gross earnings tax under a law which became effective in California on Jan. 1 will be brought to a head after April 1, when the first quarterly payment on the tax is due. The contract freight carriers contend that the statute does not apply to them and that they will test the law in the courts.

The Act directs that the State Board of Equalization shall issue permits authorizing the carrying on of inter-city business after the carriers have submitted affidavits together with estimated tax due during the year.

California's attorney general has held, in a letter written to Los Angeles representatives of warehousing interests, that "all transportation operators operating for hire are subject to the Act, with certain particular exemptions noted therein, whether they are hauling for an individual or for the public."

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Southwestern Storage Co., Fort Worth, Texas, is planning to build a four-story concrete warehouse, 50 by 96 ft., to cost \$140,000.

Monumental Storage & Carpet Cleaning Co., Baltimore, will build a \$200,000 warehouse on Windsor Avenue. The structure will be in two units, each 80 by 150 ft., one three stories and one six stories high, and of brick.

Crystal Ice & Storage Co., Independence, Kan., will erect a brick and reinforced concrete warehouse, 60 by 100 ft., to cost \$60,000.

Terminal Warehouse Co. is the new name of the Terminal Warehouse & Transfer Co., Philadelphia.

A. B. C. Warehouse & Transfer Co., recently organized at Longview, Cal., is completing a two-story concrete storage building, 100 by 115 ft., to contain 24,000 sq. ft. of floor space, for both merchandise and household goods.

Davidson Transfer & Storage Co., Baltimore, will erect a three-story brick addition to its plant on South Eutaw Street, to cost \$75,000 and to be used for office and storage purposes.

B. G. Costich & Sons, Inc., Rochester, N. Y., has completed a three-story reinforced concrete household goods storage warehouse at 257-271 Hayward Avenue.

Union Ice & Storage Co., Stockton, Cal., has added a frozen meat room at a cost of \$5,000.

Montecito Van & Storage Co. is the new name of the Santa Barbara Transfer Co., Santa Barbara, Cal.

Windermere Storage Co. is the new name of the Windermere Transfer & Moving Co., Cleveland.

F. H. Portmann Storage Co., St. Louis, has removed to 2621-23 Cass Avenue from 2801 Cass Avenue.

Fireproof Warehouses, Inc., Roanoke, Va., has increased its capitalization to \$50,000 from \$20,000.

Lincoln of New York Expands

The Lincoln Safe Deposit Co., New York City, has purchased property, 200 by 100 feet, now occupied by eight four-story buildings with stores and apartments, on the east side of Third Avenue between 69th and 70th Streets. As soon as it is decided to develop the plot the company will erect a warehouse for the storage of household goods.

Colyear Company Expands

Plans for expansion are announced by C. C. Colyear, proprietor of Colyear's Van & Storage Co., Los Angeles. A three-story brick warehouse, 100 by 250 feet, formerly occupied by the Simmons Bed Co., has been purchased. The building is of mill construction, contains 75,000 square feet of floor space, is located at 532-540 South Alameda Street, and is being equipped with an A. D. T. supervisory sprinkler system in order to obtain a low insurance rate. It is served

with a spur track and will be used for all of the company's household goods and merchandise pool car business. The city household goods business will be continued at the main warehouse and office, 415 South San Pedro Street.

The Colyear company plans to build a five-story reinforced concrete warehouse, 150 by 150 feet, some time during the year on property which it owns at East Fourth and Colyton streets.

N. Y. Trade Bill Up Again

The New York State Trade Commission bill, under which there would be State supervisory regulation of all trade associations, including warehousing bodies, has again been introduced at Albany after having been defeated in the Legislature last year.

Under this measure, all incorporated trade associations within the State would be required to file sworn statements as to membership, activities, etc., and the Commission would have access to members' books of account, documents and other papers relating to the companies' business affairs, and the Commission would have investigatorial powers.

One ostensible purpose of the bill is to give the proposed Commission sanction to "aid in the promotion, development and improvement of the business of manufacturing, producing, storing, marketing, transporting and distributing articles and commodities in general use" or to "investigate the cost of such articles and commodities and the supply and selling price thereof."

Common Carrier Booklet

Warehousemen engaged in transport of goods by truck will be interested in a 27-page pamphlet, "Governmental Regulation of Motor Vehicle Common Carriers," issued by the Motor Vehicle Conference Committee, 366 Madison Avenue, New York City. The pamphlet covers these three general topics:

1. General discussion of the subject.
2. Sound and equitable principles for intrastate regulation.
3. Digest of State laws in force Jan. 1, 1924.

The information contained in the digest of law covers, State by State, when the present law went into effect; the State agency which exercises control; the application of control, whether passenger or freight carriers; locus of control, whether within, out from or into municipalities; the prerequisites of operation; the general powers of the State agency, and the taxes.

New Selden Truck

The Selden Truck Corp. is placing on the market a new light speed motor truck known as the Selden Pacemaker. It has a capacity of 1½ tons and sells for approximately \$1,500. The vehicle is designed for fast light delivery. It has a wheelbase of 114 inches, with 9-ft. loading space behind the driver's seat.

NEW INCORPORATIONS WITHIN THE INDUSTRY

Central New York Bonded Warehouse Co., New York City. Capitalization, \$25,000. Incorporators, L. A. Caldwell and J. H. Lewis.

New York Automobile Storage & Forwarding Corp., Long Island City, N. Y. Capitalization, \$50,000. Incorporators, T. K. McCarthy, C. J. Brown and K. M. Devitt.

A Street Storage & Transportation Co., Boston. Capital, 1000 shares without par value. Incorporators, Joseph and Sidney Rabinovitz and Maurice Wolf, all of Brookline, Mass.

Cosmopolitan Warehouses, Inc., New York City. Capitalization, \$200,000. Incorporators, George F. Kern and J. P. H. Dewindt.

Consolidated Pacific Warehouse Co., Los Angeles. Capitalization, \$200,000.

Shedd & Chappell, Inc., Hartford, Conn. Capital, \$50,000. Incorporators, J. N. Shedd, Hartford; E. M. Flannery, Hartford; J. N. Shedd, East Hartford.

Old Colony Freezer Co., Barnstable, Mass. To engage in cold storage warehousing. Capital, \$40,000. Incorporators, M. N. Harris and Aldred Crocker, Barnstable; E. S. Berry, Bourne; J. R. Holmay, Sandwich, and P. M. Crowell, Dennis.

McKie Transportation Co., Loveland, Col. Capitalization, \$20,000. Incorporators, J. M. F. McKie, M. C. McKie and G. F. McKie.

Columbia Warehouse & Deposit Co., East Orange, N. J. Capitalization, \$125,000.

Fairport Cold Storage Co., Fairport, N. Y. Capital, \$200,000.

Alton Warehouse Co., Alton, Ill. Capital \$3,000.

Lovejoy Wharf Case

The Quincy Market Cold Storage & Warehouse Co., Boston, has lost in its attempt to buy the real estate of the Lovejoy's Wharf Trust, by a decision of the full bench of the Supreme Court, which ruled in favor of George M. Flint and other minority shareholders in the trust who were fighting to prevent the transaction.

The Quincy Market and two other corporations have been lessees of the property for a long time and acquired a majority of the shares of the Lovejoy's Wharf Trust. In April, 1923, by a majority vote, the trustees were authorized to sell the real estate to the tenants and terminate the trust.

Chief Justice Rugg, who wrote the opinion of the Court, says that the trust was in the nature of a partnership and that it is contrary to the rights of minority partners for the majority to sell partnership property to themselves.

Rucker Corp. to Build

Announcement is made by the Rucker Bonded Warehouse Corp., Greensboro, N. C., that it will build a cold storage plant to cost between \$50,000 and \$100,000.

Bigger loads in less space

Autocar van equipment makes this feat possible



This 4-cyl. 4 to 6 ton Autocar is one of four Autocar trucks owned by J. A. Keating Co. of Quincy, Mass.

The short wheelbase design of the Autocar makes it possible to mount a big moving van body on the chassis and still keep within a low overall length. The illustration above indicates that the available loading space is unusually large in proportion to the total overall length. This results in better distribution of weight between front and rear wheels, thus promoting economy of operation and of maintenance.

In addition, the Autocar short wheelbase handiness is invaluable to the truck driver whose daily problem is to meet the exacting space demands of congested traffic and difficult deliveries. Frequently it is possible to load and unload at right angles to the curb even in some narrow streets where a greater overall length would block traffic entirely.

Capacities 1 to 6 tons, chassis prices \$1100 to \$4800

The Autocar Company

ESTABLISHED 1897

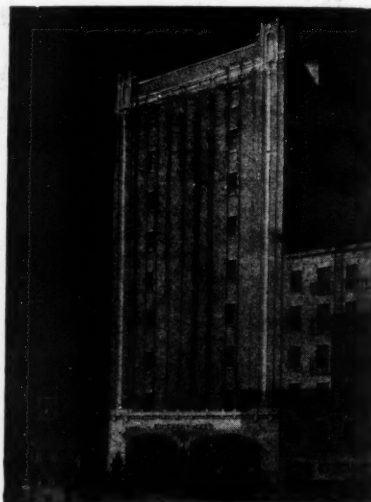
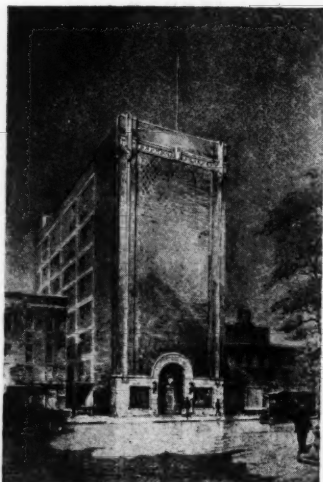
Ardmore, Pa.

BRANCHES IN 46 CITIES

Autocar

gas *and* electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES



Typical Moores and Dunford designed and built warehouses.

Warehouses we have designed give from 70% to 75% of total square foot area available for storage purposes. Some warehouses are reduced in area to as low as 50% due to their being incorrectly laid out.

We make no additional charge for a preliminary survey of your present business and territory to determine the style and size of building best suited to a maximum income.

How to increase your Warehouse profits

Foresight—not hindsight—is the answer to warehouse profits.

Looking ahead—guarding against the greatest handicap—"waste space"—is the secure, sound way to establish profit from the beginning and to provide for its increase.

We Prevent Profit Waste

Moores & Dunford Specialized Service has saved owners many thousands of dollars; has been the means of making many thousands of dollars for those whose warehouses have been built from our plans and under our supervision.

Our Institution consists of a corps of engineers—architects trained in the art of scientific warehouse designing—and organization methods that provide for the securing of rock-bottom prices in the open market. This makes it possible for us to produce buildings that represent the maximum in storage space and warehouse revenue.

Whatever your warehousing problem may be—either in the matter of new construction or an addition to your present warehouse—we are in a better position to render you a valuable service—one that will save you much money and provide you with a handsome return on your invested capital.

We charge no fee for consultation and advice



There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.

MOORES & DUNFORD, Inc.

Suite 903-4

New York City

110 East 42nd Street



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

Mr. Shipper, Meet Mr. Warehouseman

THE warehouse friends that you need in the successful carrying out of your business, Mr. Shipper, are properly introduced to you by *Shippers' Index*. It provides you with a national acquaintance among the warehousemen who can represent you best at points where you cannot be yourself, but where it is imperative that your orders should be properly executed.

The manufacturer seeking a distributor or the forwarder of household goods seeking a responsible consignee, can find in *Shippers' Index* the warehouseman who will serve him best. His announcement in *Shippers' Index* attests not only his confidence in his ability to do your work in your own way, but also his desire to be entrusted with it. He is eager to build his business and will build yours with it.

Get in touch with him when you need his service.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

May	California Warehousemen's Association	Oakland
June	Pittsburgh Furniture Storage & Movers' Association	Pittsburgh
July	Central Warehousemen's Club	(To be decided)
July	National Furniture Warehousemen's Association	(To be decided)
September	Connecticut Warehousemen's Association	(To be decided)
December	Illinois Association of Warehousemen	Chicago
January, 1925	American Chain of Warehouses	(To be decided)
January, 1925	American Warehousemen's Association	(To be decided)
January, 1925	Canadian Storage & Transfermen's Association	Vancouver
January, 1925	Massachusetts Warehousemen's Association	Boston
January, 1925	New Jersey Furniture Warehousemen's Association	Newark
January, 1925	New York Furniture Warehousemen's Association	New York
January, 1925	Ohio Warehousemen's Association	(To be decided)
February, 1925	Kansas City Warehousemen's Association	Kansas City
February, 1925	Maryland Furniture Warehousemen's Association	Baltimore
February, 1925	Pacific Coast Furniture Warehousemen's Association	(To be decided)
February, 1925	Pennsylvania Furniture Warehousemen's Association	Philadelphia

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.
Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER
AND
WAREHOUSE CO.**

MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

**Hess-Strickland Transfer
& Storage Co.**

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.



**WARRANT
WAREHOUSE
COMPANY**
Established 1905



BIRMINGHAM and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE — LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

**DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.
Storage, Forwarding and Distributing

MONTGOMERY, ALA.

STANFORD:**Packers—Movers—Shippers**

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks
STANFORD TRANSFER & WAREHOUSE CO.
Montgomery, Alabama

NOGALES, ARIZ.

Walker Transfer and Storage Co.*Pool Car Distributors*

Storage-Packing-Moving-Shipping

COAL DEALERS

Motor Truck Equipment

243 Grand Ave.

Nogales, Ariz.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.**POOL CAR DISTRIBUTORS****FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

Fort Smith Warehouse Co.

Rogers Ave. & Second St.

MERCHANDISE STORAGE and POOL CARS

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



TEXARKANA, ARK.

HUNTER TRANSFER CO.

TEXARKANA, ARK.

ESTABLISHED 1882

DISTRIBUTORS OF

POOL CARS
STORAGE
TRUCKING
MOVING

FRESNO, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

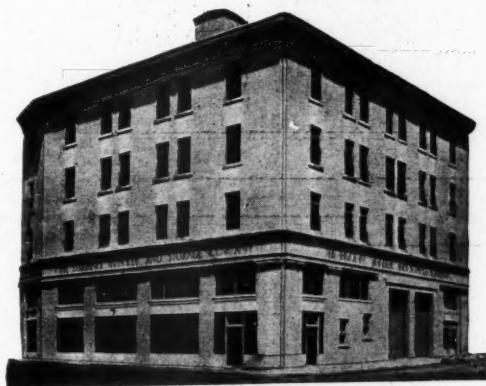
—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

BERKELEY, CAL.

STUDENTS
Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
STORAGE
SERVICE

FRESNO, CAL.

Valley Van & Storage Co., Inc.
Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.

LOS ANGELES OFFICE:
428 Alameda St.



HOUSEHOLD GOODS
Removals, Storage, Packing, Forwarding

MERCHANDISE
Warehousing, Distributing

MEMBER { California Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and
we operate two warehouses for either Household Goods or Merchandise,
located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful
attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

EL CENTRO, CAL.
IMPERIAL VALLEYPIONEER TRUCK and
TRANSFER CO.

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.



LOS ANGELES, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

LOS ANGELES, CAL.

For
"Service with Security"
Ship
to

California Fireproof Storage Co.
2808 W. Pico St.
LOS ANGELES

W. E. BROCK
Vice-Pres.

F. L. ALLEN
Pres.

F. M. BROCK
Treas.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.
"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles



The Men Who Distribute
**International Harvester
Products**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

LOS ANGELES, CAL.

They Like
Lyon

Los Angeles people like
Lyon storage and moving
facilities. Consign household
goods to Lyon and
please your customers.

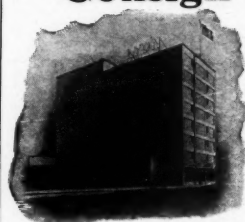


Lyon Fireproof Storage Co.
1950 SQ. VERMONT AVE. LOS ANGELES



MEMBER
National Furniture Warehousemen's Association

Consign to LYON



Immediate service when
bill of lading received.

Two modern fireproof
warehouses conveniently
located in residential districts
with private spur tracks.

Collections handled
promptly.

LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and
at the Port of Los Angeles

Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display
Desk Space with Desk and Office Service Rented
Cotton Pressed to High Density
Special equipment for the proper handling of various
commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest
that you complete your file by requesting the rates for
our specialized service.

Bonded for \$100,000.00

UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE
941 W. 16th ST.

SAN DIEGO

OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

SAN DIEGO, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE
941 W. 16th ST.

SAN DIEGO

OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

WEST COAST
WAREHOUSE CO. OF LOS ANGELES
MERCHANDISE STORAGE
DISTRIBUTION

Ample Trackage
Efficient Service
Central Location

Address—
Sixth and Utah Sts.
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



SAN FRANCISCO, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool car shipments.

—Private spur.

—12 fireproof depositories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

OAKLAND, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
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Los Angeles
1335 S. Figueroa
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1248 Van Ness Ave.

—Distributors of pool car shipments.

—Private spur.

—12 fireproof depositories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

60 California St., San Francisco

Pioneer in the Warehouse and Distribution
Business.

Operating in the Logical Distribution Center of
the Pacific Slope with

Complete Warehouse and Drayage
Facilities.

Low Insurance Rates.

S. M. HASLETT
President

P. E. HASLETT
Secretary



OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

The Men Who Distribute

Kelly-Springfield Tires

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Frost Insecticide

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

San Francisco Warehouse Co.

625 Third Street

San Francisco,

CHICAGO: 123 W. Madison Street

California

NEW YORK CITY: 100 Broad Street



COLORADO SPRINGS, COLO.

The PIKES PEAK
WAREHOUSING CO.

NEW FIREPROOF WAREHOUSE. Merchandise and household goods pool cars distributed. Local and interurban motor truck service. Private switch; free switching. Four trunk railroads. Every attention given by responsible heads.



"PIKES PEAK SERVICE"



Members N. F. W. A., C. W. C., and Colo. T. & W. A.

SANTA MONICA, CAL.

STORING—MOVING
PACKING—SHIPPING

PIANO MOVING
A SPECIALTY

SECURITY VAN & STORAGE CO., INC.

New Fireproof Storage

Pres., M. ZERRONI
Los Angeles Office
352 Towne Ave.

Gen. Mgr., M. W. ZERRONI
Main Office and Warehouse
1417 2nd Street Santa Monica

Pick Your
Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

Seaman Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COLO.

A. H. AMICK

E. W. PITCHER



Amick Transfer & Storage Co.

1029 Santa Fe Drive, Denver, Colo.

FIREPROOF WAREHOUSE

Pool cars distributed.
Local and interurban truck
service.
Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every opportunity.
Open or private storage.

DENVER, COL.

The Johnson Storage and Moving Company, Inc.

221 BROADWAY

MODERN FIREPROOF WAREHOUSE
DENVER, COLORADO

Member } C. T. & S. A.
N. F. W. A.

Household Pool Car Distributors

DENVER, COL.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you.

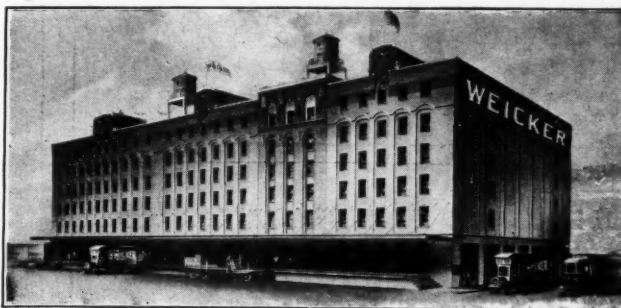
The Kennicott-Patterson Transfer Co.

1700 Sixteenth St.

DENVER, COLORADO

DENVER, COL.

When You Need SERVICE in Denver and vicinity



we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

DENVER, COLO.

F. C. Bartle, President A. M. Burroughs, Secretary C. J. Thurber, Treasurer

The Merchants Storage & Transfer Co., Inc.

Drayage and Storage Distribution

OFFICE

1556 Wazee Street
Telephone Main 6667

WAREHOUSES

1821 Wazee Street
Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
at Reduced Rates

Distribution of Pool Cars Our Specialty

Member

Central Warehousemen's Club
Colorado Transfer Companies Association
American Warehousemen's Association
Denver Transfer Companies Association

Correspondence Solicited

PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E
Transfer & Storage Co.

TRINIDAD, COLO.

The Place to Get Service

POPLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

HARTFORD, CONN.

FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

BARTLETT BROS.

212 Asylum St., Hartford, Conn.

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of

The Bill Brothers Company

GENERAL TRANSFER AND
FORWARDING AGENTS

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. FELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

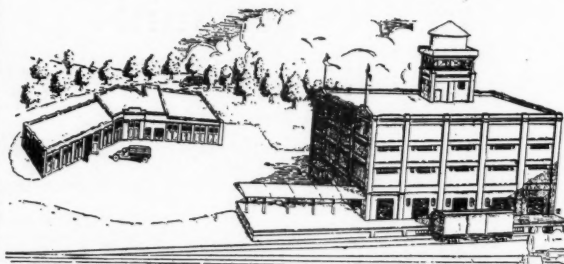
Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance
Large Padded VANS for Furniture Moving

Members N. F. W. A.

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms
Members N. F. W. A.

WASHINGTON, D. C.

Send Washington Shipments to

KRIEG'S EXPRESS & STORAGE CO.

616 Eye St., N. W.

HOUSEHOLD GOODS EXCLUSIVELY

PACKING SHIPPING CRATING

Non-Fireproof and New Fireproof Storage

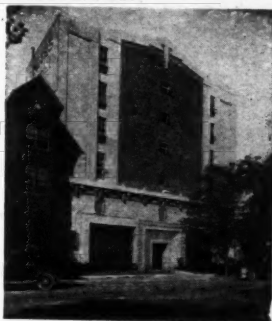
Personal attention given to all shipments and
collections Motor Trucks and Padded Vans

MEMBERS OF N. F. W. A.

WASHINGTON, D. C.

**Fireproof
Construction
Service-
Promotion**

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services



Smith Transfer & Storage Co.
1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.

WASHINGTON, D. C.



When in need of Merchandise Ware-
house Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.
of District of Columbia
First and K Streets, N. E.
B & O Sidings to Warehouses

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:
National Furniture
Warehousemen's Association

Efficient and Courteous
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:
American Warehousemen's Assn.

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment
1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

**ORLANDO
BONDED WAREHOUSE**

(INCORPORATED)

Sprinkler System—Accurate Accounting

**Auto, Furniture and Merchandise
Storage**

Distributing & Forwarding

Central Location Private Railroad Siding

The Center of, and the Growing City in

FLORIDA is ORLANDO

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

TAMPA, FLORIDA

JOBBERS WAREHOUSING COMPANY

*Storage, Distribution, Forwarding
Hauling and Stevedoring*

31,000 Sq. Ft. Floor Space
Private R. R. Sidings and Docks, Deep Water

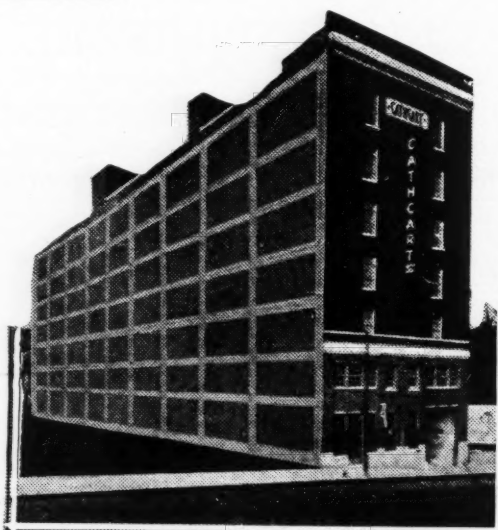
"Anything from Parcel Post to Steamship Cargoes"

The Men Who Distribute

Whittaker Paper Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ATLANTA, GA.



CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST MODERN WAREHOUSE IN THE SOUTH

MEMBERS N. F. W. A.

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THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
 But Our Service as Good as the Best.

SAVANNAH, GA.

Savannah Bonded
Warehouse and Transfer Co.

General Storage—Re-Consigning
 Distributing—Forwarding
 Prompt and Efficient Service
 Exceptional Facilities
 Custom House Brokers

Track Connections with all Railroads and
 Steamship Docks

Members American Chain of Warehouses
 Members American Warehousemen's Association

R. B. YOUNG, President
 Bay Street Extension and Canal
 P. O. Box 985 Savannah, Ga.

The Men Who Distribute

Western Elec. Products

Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

SAVANNAH, GA.

Savannah
Distributing Company

MERCHANDISE STORAGE
 TRACKAGE FACILITIES TO PLATFORMS
 FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars
Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.
 CONVENIENT TO ALL S. S. TERMINALS.

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
 STORAGE, TRANSFER AND FORWARDING
 419 SO. EIGHTH STREET

The Men Who Distribute

American Steel and Wire
 Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore—your advertisement continues working for you the whole balance of the month

FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

Distribution & Warehousing
 239 West 39th St. New York City

BLOOMINGTON, ILL.



What Is Your Unit Cost of Distribution in

ILLINOIS ?
I O W A ?
INDIANA ?
KENTUCKY ?
MISSOURI ?

Up-to-date traffic managers are answering that question with precise figures. They have to, because presidents and boards of directors are doing the asking.

The heads of the firm can tell to a fraction of a cent what they spend to make a cake of soap, a ball bearing, a stove-leg or a baseball.

Now they are asking what they spend to deliver it to the customer. They come to the traffic manager for the answer. When he is distributing through such warehouses as ours he can name the cost offhand for any territory.

When reached through our service, the cost in the states named above drops to a pleasingly low figure. It is such low figures that will increase the profits of your concern, and incidentally your salary, Mr. T. M.

Ask for quotations. Just dictate a short letter, naming your commodity and the amounts absorbed by different points in the above territory.

JOHNSON TRANSFER CO.

BLOOMINGTON, ILLINOIS

CAIRO, ILL.

Cairo Storage and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS
Incorporated—Bonded—Licensed
COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
ALL RATES BREAK ON CAIRO

CENTRALIA, ILL.

A. J. McCLELLAND TRANSFER & STORAGE CO.

Fireproof Warehouses. Motor Truck Service.
WE SPECIALIZE IN
Freight and Long Distance Hauling.
Storage of Household Goods—Merchandise.
Packing Shipping

CHAMPAIGN, ILL.

URBANA, ILL.

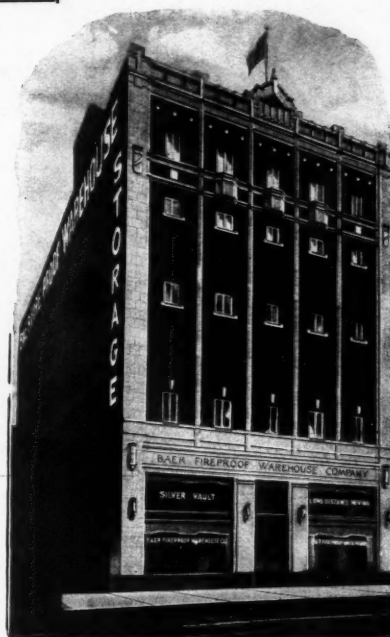
WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.



Established 1892

BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS
Of Furniture and Pianos
Collections Promptly Remitted
Members the Chicago Association of Commerce
Illinois F. W. Association, F. & P. M. Association
General Offices: 1927-29 Milwaukee Ave., Chicago

CHICAGO, ILL.

BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your
Chicago Warehousing connections,
investigate the facilities and service
of the—

Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

CHICAGO, ILL.

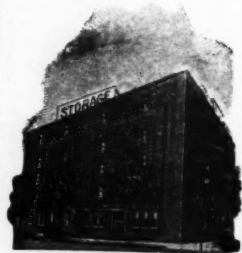
EMPIRE STORAGE COMPANY

Fireproof
Warehouses

For Household Goods
(Established 1891)

Carloads billed to our house track on
Illinois Central Railroad at Fifty-first
Street can be unloaded direct to our
warehouse floor.

Low distribution rate on pool cars.



"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**

52ND ST. AND COTTAGE
GROVE AVE.

MEMBER

National Furniture Warehouseman's Assn.
Illinois

CHICAGO, ILL.

IF your advertising and sales
efforts are fruitful in initial
orders but fail to secure repeat
orders, do not condemn your Adver-
tising and Sales Departments, un-
less you are supporting their efforts
with the most efficient distribution
service you can employ.

GRISWOLD & WALKER, INC.,
have developed the kind of distribu-
tion service that will satisfy your
customers and insure continued
patronage.

GRISWOLD & WALKER, Inc.

1525 Newberry Avenue
Chicago, Illinois

CHICAGO, ILL.

HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the
United States

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view
to rapid and efficient handling of household goods and merchandise,
should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of
packing, moving, storage and shipping we excel. Safety deposit and
silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private
switches and sidings. Free switching. No haulage charges. Our
shippers are always satisfied in their transactions with us.

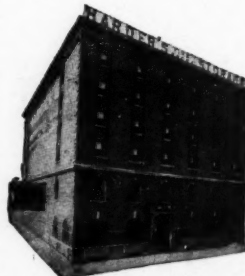
Pool Car Distributors

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-13 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

**Harder's Fireproof
Storage & Van Co.**

General Offices
40th St. and Calumet Ave.
Chicago

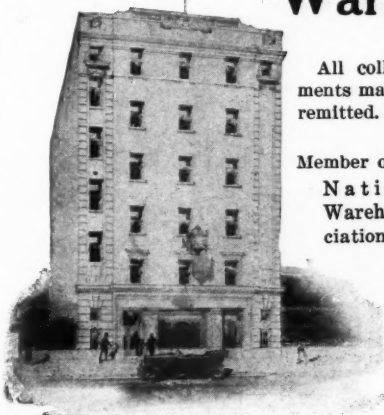


CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
National Furniture
Warehousemen's Association,
Illinois, New York and
Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



No Cartage
or Trap Car
Delays
in Making
L. C. L.
Shipments

WAREHOUSES
NO. 1 43rd AND ROBEY STS.
NO. 2 15th PL. AND WESTERN AVE.
NO. 3 15th ST. AND WESTERN AVE.

CHICAGO, ILL.

MERCHANDISE STORAGE FROSTPROOF

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Service is not a matter of big things alone, but of a multitude of things, many of them small, that contribute to a result that is more than just satisfactory.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage
Pool Car Distributors
Teaming and City Delivery
Seventy-Five Motor Trucks and Wagons
Downtown Modern Warehouse
Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,
Chicago & Northwestern and Chicago, Burlington &
Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.

Railway Terminal & Warehouse Company 444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district.
Especially convenient for the warehousing of
spot stocks for distribution among the wholesale
grocers.

Side track facilities with free switching from all
railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

Merchandise Storage and Distribution
Pool Cars Efficiently Handled

We will deliver via the Chicago tunnel to any trunk line,
freight house floor, excepting the Pierre Marquette Railroad,
your shipments destined for points beyond Chicago; also we
will make shipments for you over the Aurora & Elgin electric
line and its connections, which gives over-night service.
All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.



Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT **C**HICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

WESTERN WAREHOUSING COMPANY

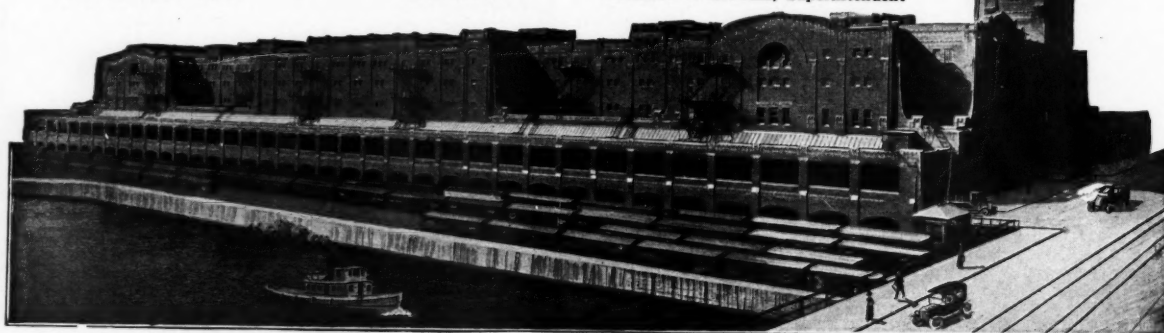
MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

IF you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St.

Decatur, Ill.

DECATUR, ILL.

MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

ELGIN, ILL.

Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

MATTOON, ILL.

Est. 1884—Inc. 1911

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Central Illinois over new hard roads at extremely reasonable rates.

HAYES

TRANSFER & STORAGE CO.

113-121 North 15th Street

Private Siding. Pool Car Distribution.

ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

The Men Who Distribute

Ivory Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ROCK ISLAND, ILL.

Why not give better

S E R V I C E

to your customers

by carrying a stock or breaking pool cars at

**ROCK ISLAND, ILLINOIS
ON THE MISSISSIPPI RIVER**

Where rates break

Private Switch—C.B.&Q., C.R.I.&P., C.M.&ST.P.

Daily deliveries to Moline, Ill., and Davenport, Iowa.

Low Insurance Rates

Prompt and Accurate Reports and Inventories
Traffic Experts

Send for our Freight Rate Circular showing average cost of distributing for this territory through our house.

Members A.W.A., A.C. of W., C.W.C., N.F.W.A., etc.

Rock Island Transfer & Storage Co.

101-115 17th Street

Rock Island, Ill.

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.**BONDED WAREHOUSE**

STORAGE, PACKING, MOVING AND SHIPPING
HANDLING MERCHANDISE CARS A SPECIALTY
HEAVY AND LONG DISTANCE HAULING
1000 EAST MONROE STREET
SPRINGFIELD, ILL.

FORT WAYNE, IND.

WALTER A. BORGMANN, Pres.

CHRISTIAN F. BORGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANYMOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

FORT WAYNE, IND.

Fort Wayne Storage Company

FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

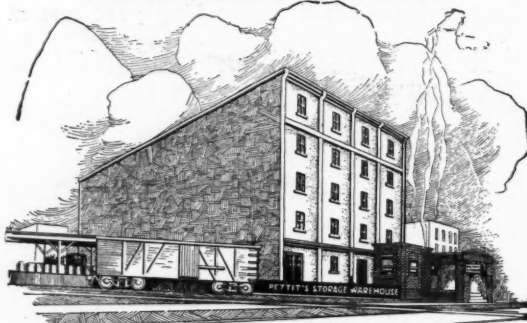
The Men Who Distribute

Sheffield Condensed Milk

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

FORT WAYNE, IND.

Located in Center of Business District

PETTIT'S STORAGE WAREHOUSE CO.**"FIREPROOF"****STORAGE, TRANSFER, DISTRIBUTION****Merchandise Warehousing and Forwarding and Sample Space
SERVICE COUNTS**We have our own truck line and are equipped to make prompt deliveries.
EXPERIENCED MEN IN CHARGE
Special attention to Pool Car Distribution.
Consign your merchandise to us for efficient service.**PRIVATE SIDING****INDIANAPOLIS, IND.****BRYANT & SON
TRANSFER CO.**

238 S. ILL. ST.

INDIANAPOLIS*Same Day Delivery on L. C. L. Shipments*We do all theater business in city, and most of the hotel work. Fifteen vehicles in service, covering all parts of the city daily. We cater especially to L. C. L. shippers who want **QUICK** service. Zoned map of city and rates on application. Reference any hotel or theater in city.**INDIANAPOLIS, IND.****D. & D. TRANSFER & STORAGE CO.**
Indiana Licensed Class A Warehouse
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.

Private R. R. Siding—Free Switching.

Over 21 Years Continuously Serving

Local and National Firms

INDIANAPOLIS, IND.**The American Warehouse Co.**

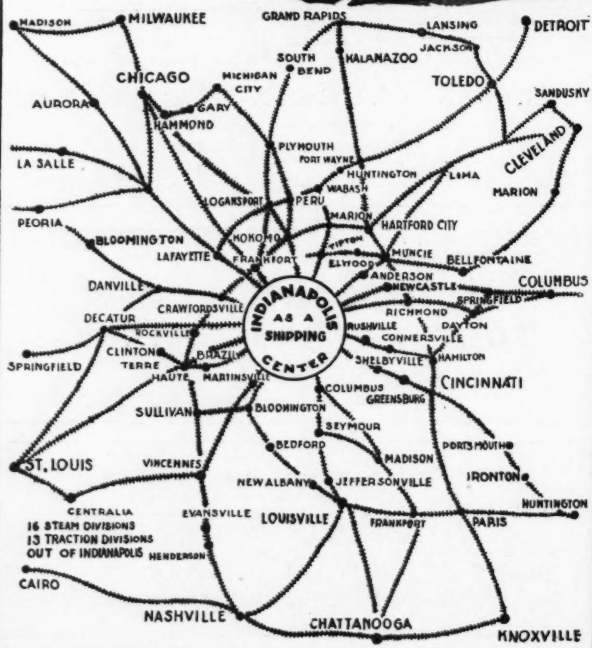
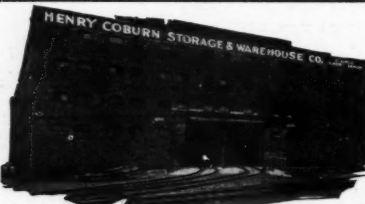
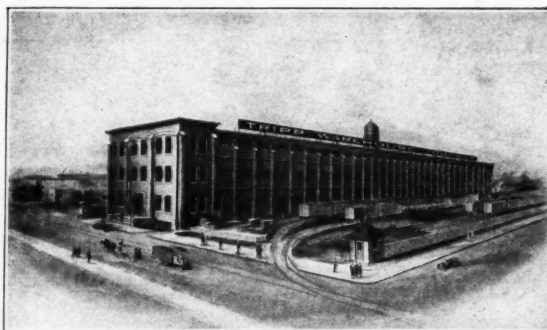
211 West South Street

Merchandise Warehousing and Distribution**FIREPROOF****Motor Truck Service**

C. C. C. & St. L. Ry. Siding. Free switching from other Railroads

INDIANAPOLIS, IND.**Indiana Terminal Ware-
house Co.**

See our advertisement on front inside cover page

INDIANAPOLIS, IND.*Ship Your
Cars to***INDIANA'S
LEADING
WAREHOUSE****INDIANAPOLIS, IND.****INDIANAPOLIS, IND.****TRIPP WAREHOUSE COMPANY**
*Indianapolis, Ind.*Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies.

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry. : C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.
Members: Central Warehousemen's Club
American Chain of Warehouses

SOUTH BEND, IND.

Woodworth's Storage and Transfer

New Fire-Proof Storage Warehouse with Special Rug and Trunk rooms also Steam Heated Piano room. Up-to-date Vans for moving. Moving and erecting Heavy Machinery a Specialty.

Member: National Furniture Warehousemen's Association, Indiana Transfer Men's Association.

409-11 S. St. Joseph Street, South Bend, Indiana
J. P. Woodworth, Proprietor

BURLINGTON, IOWA



Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.

Burlington, Iowa

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

The Men Who Distribute

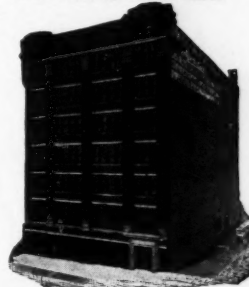
Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

COUNCIL BLUFFS, IOWA

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks

Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse
Moving Packing Shipping



700 So. Main St.

Omaha, Nebr.

813 Douglas Street

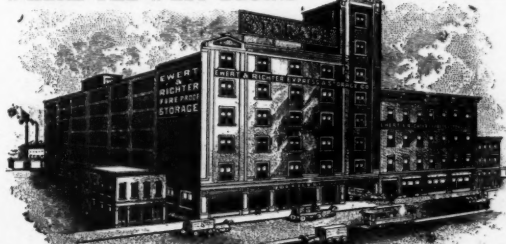
Council Bluffs, Ia.

700 S. Main Street

DAVENPORT, IOWA

WHERE THE WEST BEGINS

Reliable for
20 Years



Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport

Reference 93—Nationally Known Firms Using Our Distributing and Warehouse Service

WHY—THIS PREFERENCE?

- | | | |
|---|---|---|
| 1st Reason | { | Reliability |
| 2nd Service | | Promptness |
| 3rd Opportunities | { | Courtesy |
| | | Branch facilities |
| 4th Location | { | Modern Equipment |
| | | Own line of trucks |
| 5th Advantages | { | Davenport, West Bank Miss. River breaking point of freight rates |
| | | Freight saving on C. L. more than covers L. C. L. to ultimate destination; 24 hr. delivery radius 200 miles. 48 hr. delivery radius Mo. River points. |
| 6th Result | { | Central—1 to 5 blocks to Jobbers and Depots on trackage—no switching charge Rock Island & Moline, Ill. adjoining with regular delivery service. |
| | | Traffic Dept. to assist the Mfr. on rates, cost and saving. |
| 7th Allow Us to Prove It | { | Reshipments to your trade, involving and proportioning freight charges. |
| | | Clerical work, accurate, dependable. |
| Ewert & Richter Express and Storage Co. | { | Appreciation and recommendation from 93 satisfied Manufacturers and Distributors means our success. |
| | | Write us or any firm we serve |
| Davenport, Iowa | | Let us help solve your problems. |

DES MOINES, IOWA

*When You Think
Of IOWA-Think
BLUE-LINE
Storage Company*

**The Shortest Distance Between
Sales and Delivery Increases Sales**

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

Blue Line Storage Co.

L. E. Stone, Mgr.
Des Moines, Iowa



DES MOINES, IOWA

**RED LINE
Transfer & Storage Co., Inc.**
*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des Moines, Iowa

DES MOINES, IOWA

**WARE TRANSFER
@ STORAGE CO.**

Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

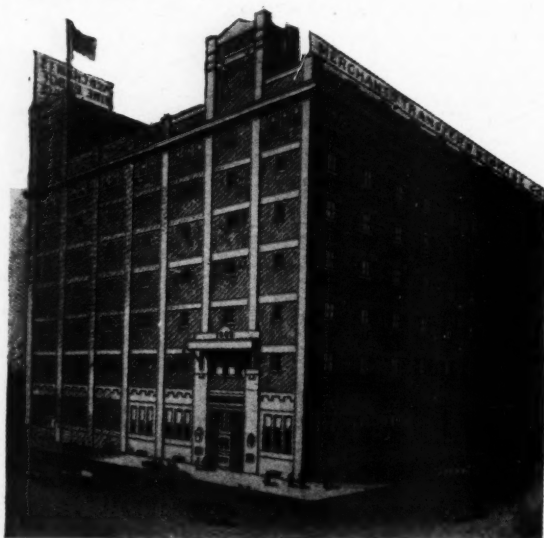
IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keosauqua Way
Member I. W. A.

**The Men Who Distribute
Bixby's Blacking**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

DES MOINES, IOWA



**200 Package Cars leave Des
Moines daily, furnishing
24-hour service to sur-
rounding territory.**

**Close to Iowa's
Pocketbook**

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

**MERCHANTS
TRANSFER & STORAGE CO.**

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members
NFWA

CWC

MARSHALLTOWN, IOWA**EWING of MARSHALLTOWN**

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

OTTUMWA, IOWA**DAGGETT****TRANSFER AND STORAGE**

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:

Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA**JOHNSON****Van & Storage Co., Inc.**

Merchandise Storage and Distribution
Pooled Car Distribution
Private Siding

*We appreciate your Business***SIOUX CITY, IOWA**

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

SIOUX CITY, IOWA**RATHBUN****Van & Storage Co.**

You built your factory to make things in, not to store them. Storage is the business of warehouses. Release that valuable factory space for manufacturing, and put the goods where your customers in Iowa, Nebraska, Kansas, Minnesota and the Dakotas can get them sooner.

We act as your western shipping room, having five railways right at our doors. Ship by carloads, and more than pay our charges out of the savings. Write for tariff on your goods.

WATERLOO, IOWA**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS**MERCHANTS TRANSFER
& STORAGE CO.**

EST. 1900

We operate separate warehouses for
storage and distribution of both

**Household Goods and
Merchandise**

We are equipped to render every
warehousing service and three rail-
roads serve our warehouses with pri-
vate sidings, eliminating handling
charges and assuring you of maximum
service.

Qualified by twenty-three years' ex-
perience to represent you in this terri-
tory.

Located on
Rock Island, Santa Fé, Missouri Pacific
13 First St., West

KANSAS CITY, KANSAS**THE INTER-STATE
TRANSFER & STORAGE COMPANY**
PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-
burg, Kansas City Southern, Missouri Pacific, and St. Louis
& San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

TOPEKA, KANSAS

N. F. W. A. A. W. A. O. W. C.

**THE TOPEKA
TRANSFER & STORAGE CO., Inc.**

Established 1880

**Three houses for
Merchandise—Household Goods**

Our private switch connects with the A. T. & S. F., C. R. I. &
P., U. P., and M. P. Free switching. Motor van, packing and
reconditioning services. Prompt remittance of advanced charges
and collections. POOL CAR DISTRIBUTION and shipment from
spot stocks of merchandise at low rates, accurately and promptly.
Consign a carload for a test.

WICHITA, KANSAS

Our Insurance Rates Are the Lowest

Select your Warehouseman as you would your banker.

"Service Is Our First Consideration"

BROKERS OFFICE & WAREHOUSE CO.

"BONDED"

143 No. Rock Island Avenue

STORAGE, DISTRIBUTION and FORWARDING

Centrally located in the jobbing district and to the Railway Stations.

M. E. CUYKENDALL, Mgr.

New

Fireproof

Reliable

WICHITA, KANSAS

Best Distributing Point for the Southwest

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

Southwestern Transfer and Storage Company

Office—421 N. Water St.

Warehouse—428-432 N. Wichita St., Wichita, Kansas

POOL CAR DISTRIBUTORS Correspondence solicited

WICHITA, KANSAS

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.

L. B. JONES, Treas.

J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
115 N. Meade & 815 E. 2nd

Kansas City, Mo.
2114 Central St.

The Men Who Distribute

Log Cabin Maple Syrup

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LEXINGTON, KY.

UNION TRANSFER & STORAGE COMPANY

INCORPORATED

Merchandise and Furniture Storage
Distributors and Forwarders
Warehouses on Private Sidings

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household Goods
Member N. F. W. A.

ALEXANDRIA, LA.

ALEXANDRIA
In the Heart of Louisiana

The meeting point of seven roads
giving quick service to nearly
every town and city in state

NOW IN OUR NEW BRICK AND CONCRETE WAREHOUSE WITH PRIVATE SIDING ON C. R. I. P. RAILROAD. THE FOLLOWING NATIONALLY KNOWN CONCERNS USE OUR SERVICE. WHY NOT YOU?

The Procter & Gamble Dis. Co. Memphis, Tenn.
The Ohio Match Co. Wadsworth, Ohio
The Borden Co. New York, N. Y.
Kellogg Toasted Corn Flake Co. Battle Creek, Mich.
Sears, Roebuck & Co. Chicago, Ill.
Montgomery Ward & Co. Chicago, Ill.
Shapleigh Hdwe. Co. St. Louis, Mo.
Simmons Hdwe. Co. St. Louis, Mo.
Federal Match Corporation. New York, N. Y.

We Also Serve the Leading Louisiana Concerns
TRY US

Your inquiries Will Receive Prompt Attention

Carnahan's Transfer & Storage

Second and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only one-half square from Mississippi River.

Track facilities for *seventy-three (73)* cars at one time.

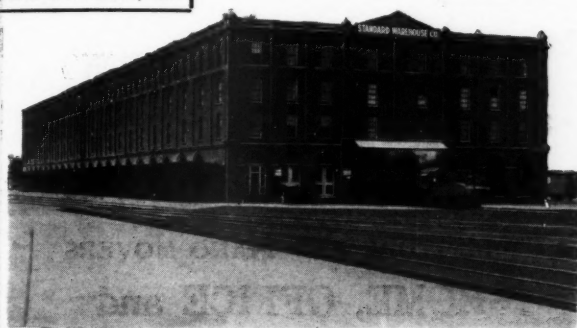
Operated in conjunction with *Dennis Sheen Transfer, Inc.*, oldest and most complete hauling corporation South.

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

**All You Desire**

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

STANDARD
Warehouse Company,
100 Poydras St.,
New Orleans, La.

BANGOR, MAINE

GUY P. BAILEY

Storage Warehouse

75-85 French Street

Household Goods and General Merchandise
POOL CAR SHIPMENTS

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association
American Chain of Warehouses

PORTLAND, MAINE

Galt Block Warehouse Company

PORTLAND, MAINE

**STORAGE, GENERAL MERCHANDISE
AND HOUSEHOLD GOODS**

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine
J. S. SAWTELLE, Manager.

BALTIMORE, MD.

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

BALTIMORE, MD.

FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

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524 to 530 W. Lafayette Ave., Baltimore, Md.

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532-534 W. Lafayette Ave.
1404-1406 Division St.
1405-1407 Brunt St.

Members:

N. F. W. A.
A. W. A.
Balt. F. W. A.

**MOTOR VANS FOR LONG
DISTANCE HAULING**

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Household Goods Exclusively
Modern Heated Piano Room

Separate Locked Rooms for Furniture

First-Class Auto-Truck Service
Packing and Shipping Anywhere
Consignments Solicited

The Men Who Distribute

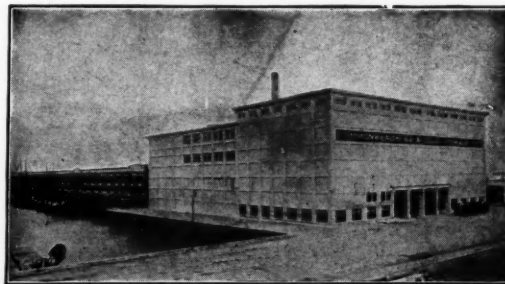
Pillsbury Flour

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and consult the Shippers' Index

BOSTON, MASS.

For Service in Boston It's Commonwealth

Where Rail Meets Sail



*Cold storage for all classes of perishable merchandise.
Directly connected side track on New York, New
Haven & Hartford.*

*General storage space for all classes of merchandise.
Perfect local distribution facilities.*

**COMMONWEALTH
ICE AND COLD STORAGE CO.**
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and
LONG DISTANCE MOVING**

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.**STORAGE FOR FREE AND BONDED MERCHANDISE****Special Attention Given to Distribution**

Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

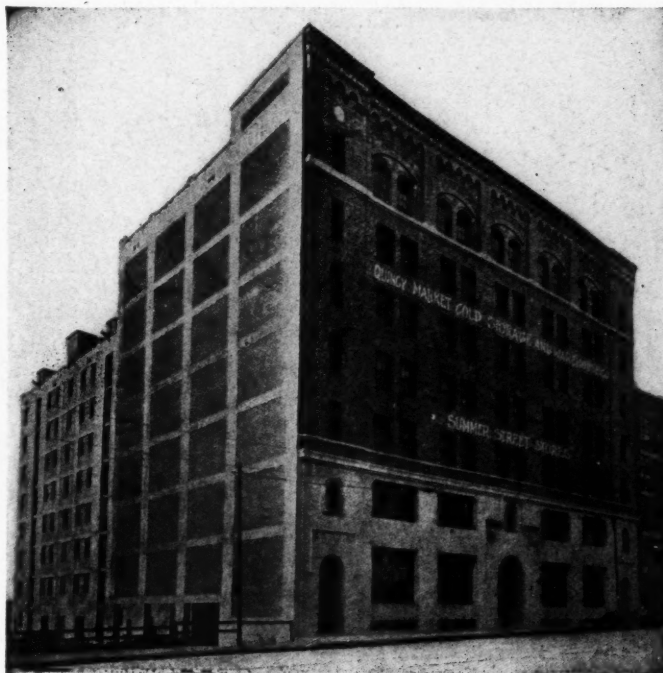


Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY, Manager

General Storage Department
Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

BOSTON, MASS.

Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad
Dockage for Steamers and Vessels

Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

ESTABLISHED 1845

232 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing
We operate 6 motor trucks and 6 horse drawn vehicles

BOSTON, MASS.
BRIGHTON, MASS.

Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater Boston. B. and A. R. R. Siding.

REFERENCES: ANY BANK IN BOSTON.
MOTOR TRUCK SERVICE.

The Men Who Distribute

California Peaches & Figs

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown
Boston & Main siding
Adjoins Mystic Wharf

E Street Stores, South Boston
Direct R. R. connection with N. Y.,
N. H. & Hartford

**Storage of Wool, Cotton and
General Merchandise**

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

**Fumigation of Foreign Cotton
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BROCKTON, MASS.**Brockton Fireproof Storage Company**

43 North Montello Street, Brockton, Massachusetts
Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.
Negotiable Receipts.
Bonded Warehouse. Our Own Side Track. Member A. W. A.
Located in center of business and shipping district on N. Y., N. H. &
H. R. R.

HOLYOKE, MASS.**Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y., N. H. & H. and B. & M. Sidings

CAMBRIDGE, MASS.

When shipping goods by rail, consign to our care via Boston and Albany R. R., East
Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

LOWELL, MASS.

**A REAL ALL-ROUND
SERVICE INSTITUTION**

**HARVARD STORAGE AND WARE-
HOUSE COMPANY OF LOWELL**

NORTHAMPTON, MASS.

GLEASON BROTHERS P. P. Gleason
Prop.

Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 153

GREENFIELD, MASS.**Greenfield Storage Company**

Fire Proof Public Warehouse
B. & M. R. R. Siding—Free Switching.
COLD STORAGE—MERCHANDISE—
FURNITURE

Machinery Transfer—Long Distance Trucking
Commercial and Truck Garage adjoining

**WORCESTER, MASS.**

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise
Carload and Pool Lots a Specialty
NEW BUILDING B. & M. R. R. SIDING
122-124 Central Street 111-113 Thomas Street
Reliable Service

WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils, Heavy Machinery and General Merchandise Distribution.

By an Organization Whose Policy Is
SECURITY, SYSTEM and SERVICE**WORCESTER, MASS.****NORTHEASTERN
STORAGE & DISTRIBUTING CO.**Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.C. A. BARTON, *President* F. A. JENKS, *Vice-President*
GEO. T. DEWEY, *Treasurer***Worcester Cold Storage and Warehouse Company**

Members A. W. A.

Pool Car Shipments General Merchandise Storage
Local Distribution

Cold Storage of Food Products

Direct Boston & Albany Railroad Siding

BAY CITY, MICH.**The Riverside
Truck & Storage Co.**

General Merchandise Distribution

Storage of Household Goods and Merchandise.
Car Load Lots and less than Car Load Lots.*Private Railroad Track.*
*Sidings on All Railroads Entering Bay City.***Office and Warehouses:**

Cor. 2nd and Adams St., Bay City, Mich.

BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

P. Van Haaren & Sons Storage Co.**FIRE PROOF STORAGE**Steel Compartments for Furniture Storage
GENERAL TRANSFER LINE**MOTOR TRUCK SERVICE**

Est. 1880

BAY CITY, MICHIGAN

DETROIT, MICH.**BAIER TRANSFER CO.**

Griswold at Atwater St.

Main 1496. Cherry 6424

Holiday and Night Calls—Empire 0885

MOVING—CITY and INTERURBAN**STORAGE and PACKING****TRANSFER OF BAGGAGE****FORWARDERS TO WESTERN COAST POINTS****CANADIAN LICENSE****2 WAREHOUSES****MAIN OFFICE**

142 Griswold St.

GARAGE

2973 West Grand Blvd.

DETROIT, MICH.**Your Big Desire Fulfilled—
The House of Personal Service**The
Standard
ofQuality
Service**DETROIT
MICHIGAN'S LARGEST FIREPROOF
STORAGE WAREHOUSE**

A Safe Depository for

**AUTOMOBILES
FURNITURE****HOUSEHOLD EFFECTS
MERCHANDISE****MUSICAL INSTRUMENTS**Cold Storage Vaults for Furs,
Etc.Rug and Textile Vaults
Rug and Upholstering Clean-

ing

Furniture Repairing

Safety Deposit Vaults

Crating and Packing

Export Boxing
Reshipping and Distribution

Trunk Vaults and Picture

Gallery

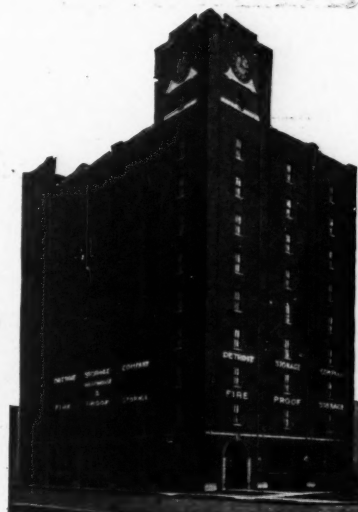
The Finest Moving Equip-

ment in the Middle West

Rigging and Erecting

*We remit on receipt of Documents and Goods***DETROIT, MICH.****Detroit Storage Co.**

A. A. LEONARD, Pres.

**MOVING, PACKING, SHIPPING****Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.**

Member National Warehousemen's Ass'n.

DETROIT, MICH.

Great Central Warehouse Company

1321—12th Street, Detroit, Michigan

Merchandise Warehouse Exclusively

Private R. R. Siding on Michigan Central R. R.

Can Handle 40 Cars Daily

Prompt and Efficient Service Guaranteed

POOL CARS AND L.C.L. SHIPMENTS

MOTOR TRUCK DISTRIBUTION IN
DETROIT AND VICINITYOur warehouse is located on the west side of Detroit, easily
accessible to all manufacturing plants and railroad freight
depots.

DETROIT, MICH.

Manufacturers Warehouse Company

1716 W. LAFAYETTE BLVD.

Commercial and Bonded WarehouseCentrally Located to All
Railroads and Boat Lines

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.*Storing, Distributing, Forwarding*

5620 FEDERAL

E. B. Dixn, Manager

Detroit, Mich.

DETROIT, MICH.

**HORN'S
COMMERCIAL WAREHOUSES**We store or distribute all classes of merchandise.
We operate our own motor trucks and can give
"SERVICE."

"THRU SERVICE WE GROW"

DETROIT

MICH.

DETROIT, MICH.

METROPOLITAN EXPRESS & CARTAGE CO.Moving, Storage, Packing, Shipping
WE MOVE BY VAN WITHIN 1000 MILES
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT, MICH.

JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

DETROIT, MICH.

**The Michigan Terminal
Warehouse Co.**

See our advertisement on front inside cover, page 2.

DETROIT, MICH.

WM. P. BRADLEY
PresidentJULIUS BERMAN
Vice PresidentFREDERICK B. BROWN
Secretary Treasurer**RAILROAD WAREHOUSE INC.**

DETROIT, MICHIGAN

OFFICE:

1212 First National Bank Bldg.

Telephone, Main 2922

General**Merchandise****Storage****WAREHOUSE:**

6930 West Jefferson Avenue

Telephone, Cedar 5060

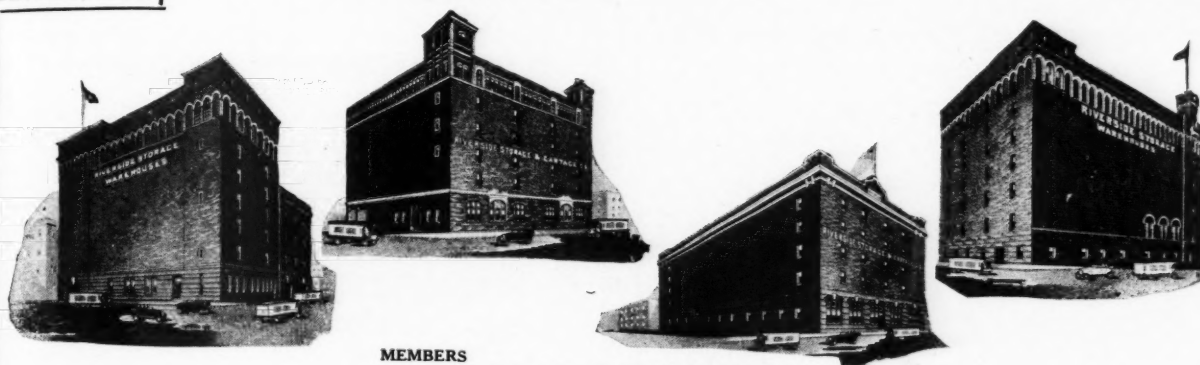
50,000 Square Feet of Ground Floor Space

Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

*Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.**Inside and outside space for coal, lumber, brick and building material
of all kinds. Carload lots or L.C.L. shipments.***WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT****EFFICIENT SERVICE****CARTAGE FACILITIES**

DETROIT, MICH.



MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

J. D. DUNN
President & Treasurer

R. CROUL DICKINSON
Vice-President

C. H. BREAUULT
Secretary

STORAGE—REMOVALS—PACKING—SHIPPING

"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.



If you

stop to comprehend that your cars when consigned to Peninsular Warehouses avoid all yard delays and reach our doors within 20 hours after arrival, you will realize how the strategic location of our warehouses can best solve your distributing problems in Detroit.

We would be pleased to send you full explanation of how we accomplish this saving of time.

PENINSULAR WAREHOUSES

Incorporated

The Symbol of



Real Service

643 Book Bldg.

DETROIT

DETROIT, MICH.

WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE
AND
TERMINAL RAILROAD

Storage

Moving

Packing

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.
615 East 6th Avenue

GRAND RAPIDS, MICH.

LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE" MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.
Free Switching

GRAND RAPIDS, MICH.

Kent Storage Company

Main Office and Warehouses
Front Avenue and Pennsylvania Tracks
Grand Rapids, Mich.

General Merchandise

Storage and Reforwarding
Six Warehouses Floor Space 200,000 sq. ft.
Pool Car Distributing
Light and Heavy Hauling (Power Trucks)
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on
Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within
Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids
Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler
System.

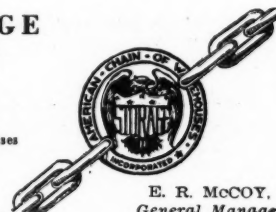
COLD STORAGE

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses
American Warehousemen's
Association



E. R. MCCOY,
General Manager

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

GRAND RAPIDS, MICH.

Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

GRAND RAPIDS, MICH.

MOVING, PACKING, STORING

Every load protected by insurance while in transit
Courtesy, Service, Safety
Long Distance Moving

GRAND RAPIDS STORAGE & VAN COMPANY
1546 Lake Drive, S. E. Grand Rapids, Mich.

GRAND RAPIDS, MICH.



TEN WAREHOUSES SERVE YOU HERE

We want you household warehousemen to feel that your shipments to us will receive the same careful attention as you give to the very best of your customers. For our Household Goods Warehouse and personnel are just as highly organized and just as distinct as if the handling and storing of household goods were our sole business.

Tell your customers who are shipping to Grand Rapids that their goods will be kept in quarters where insects are unknown—where dry, odorless rooms keep their rugs and furniture in as good condition as in their own home.

Merchandise is segregated in special buildings. Foodstuffs are classified and stored in their proper temperatures in buildings used only for this purpose.

This specialized service is possible through the facilities of our ten separate buildings, all of which are at your disposal when you ship to

RICHARDS WAREHOUSE CO.
GRAND RAPIDS, MICH.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

Washington Ave. at Genessee St.

LANSING, MICH.

Fireproof Storage and Transfer Co.

The Only Fireproof Warehouse in City
for Furniture and Commercial Storage

POOL CAR DISTRIBUTION

Move — Pack — Crate — Transfer

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

Established 1892
Thirty-One Years of Experience

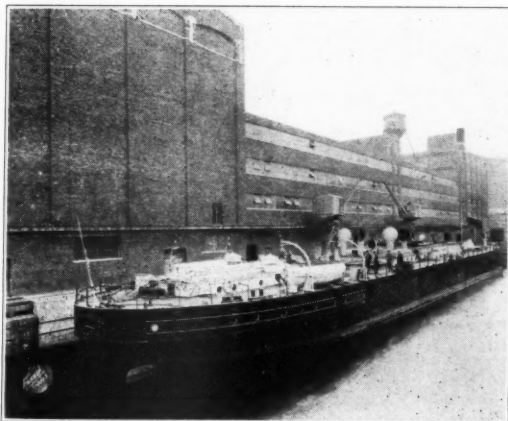
DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West
Modern Storage Facilities for
Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

**McDougall Terminal Warehouse Co.**

Owners of
MINNESOTA-ATLANTIC TRANSIT COMPANY
Duluth, Minnesota

The Northwest's Newest and Greatest Terminal

350,000 sq. ft. General Storage Space
1,000,000 cu. ft. Cold Storage Space
90-Car Track Capacity—Free Switching
Insurance Rate 10c Complete Service
2,000 feet Water Front

Water Transportation

Refrigerated Motorships and Steamers
Bi-Weekly Sailings Direct to New York
All-water No Transfer
Fastest Lake and Rail Service
Sailings Every Other Day—All Eastern Points
Via Port Huron, Mich.

McDougall Terminal Warehouse Co.

New York

Duluth, Minnesota
Minneapolis

St. Paul

DULUTH, MINN.

HART**TRANSFER & STORAGE COMPANY**

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling, private locked rooms, heated piano and painting rooms. Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

17 NORTH FIFTH AVE., WEST

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.
Fireproof Warehouse for Household Goods with
1800 Rooms and Compartments
Freight Depot on C. G. W. R. R. for Merchandise
Storage and Distribution. Trackage for Twenty
Cars
Largest Pool Car Forwarders in the Northwest.
Forty Motor and Horse-drawn Vans covering every
part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the
downtown business district on direct railroad trackage.

DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South
Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A.

C. W. C.

Minn. W. A.

The Men Who Distribute

Whitney-Eckstein Seeds

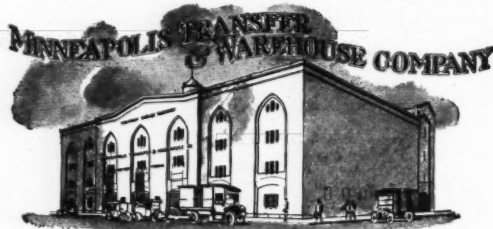
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and consult the Shippers' Index

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



MINNEAPOLIS, MINN.

Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track: 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

MINNEAPOLIS, MINN.

MURPHY

Transfer & Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

MINNEAPOLIS, MINN.

Consign your Minneapolis shipments to The Thompson Transfer & Storage Co.

Prompt and efficient service on Pool Cars of household goods and merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

MINNEAPOLIS, MINN.

SECURITY WAREHOUSE COMPANY

Established 1883

MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

L. C. L. Shipments without
Cartage

Motor Truck Deliveries

Located in heart of
wholesale district

Minneapolis



ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

Merchandise Bonded and Cold Storage
Industrial Sites

Let us help you solve your distribution problem
in this territory.

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue
St. Paul, Minn.

Members A. W. A., Central Warehousemen's
Club and Minnesota Warehousemen's Asso-
ciation



ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

JACKSON, MISS.

RICKS

Storage & Distributing Company

BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
Motor Truck Service

Member—A. W. A.

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS

Office, 310-312 Cedar St.

Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

JACKSON, MISS.

Wright Transfer Company

Office, 261 Pearl Street
Jackson, Mississippi

Storage and Distribution
Merchandise and Household
Goods

Special Attention to Pool Shipments

13 Years Experience

"FOR RIGHT SERVICE SHIP TO WRIGHT"

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

Merchandise Storage
and Distribution

Moving, Packing and Shipping
Household Goods

Members A. W. A., C. W. C., Minn. W. A.

ST. PAUL, MINN.

ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

Merchandise Storage and
Distribution

ST. PAUL



JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-43 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

The Men Who Distribute

Tropical Paints

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Columbia Graphophones

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

Kansas City, Mo.



HOUSEHOLD GOODS COMPANIES

Monarch Transfer & Storage Co.,
Kansas City, Mo.

Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.

Groves Fireproof Warehouse Co.,
Kansas City, Mo.

Lincoln Fireproof Storage Co.,
Kansas City, Mo.

D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.

Beebe Storage & Moving Co.,
Kansas City, Mo.

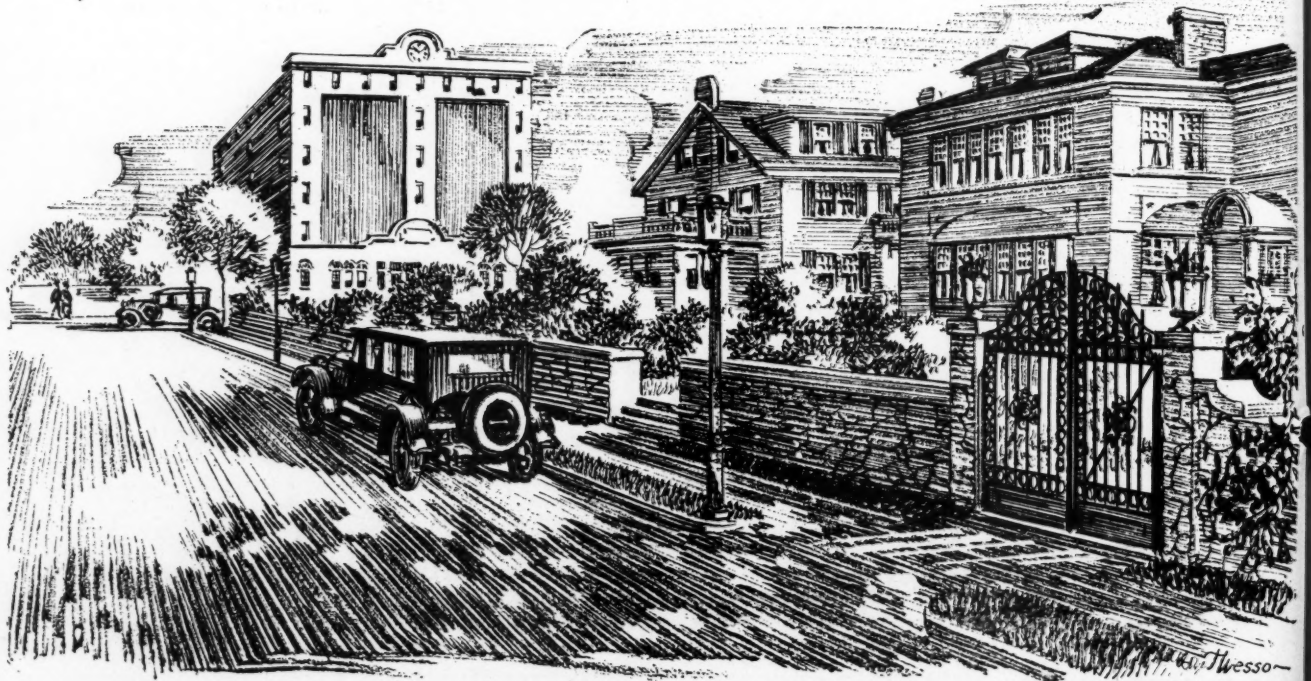
L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

Crooks Terminal Warehouses,
Kansas City, Mo.

Central Storage Company,
Kansas City, Mo.

Adams Transfer & Storage Co.,
Kansas City, Mo.



KANSAS CITY, MO.

Serve the Southwest with United Service



KANSAS CITY WAREHOUSE

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

UNITED WAREHOUSE CO.

Capital, \$100,000.00

Kansas City, Mo.
2114 Central St.



Wichita, Kansas
815 E. 2nd

ST. LOUIS, MO.

Gunn Transfer Co. Inc.

112-114 S. Seventeenth St.
St. Louis, Missouri

Storage and Distribution

Pool Cars Assembled

and Distributed

Merchandise

Furniture

Low Insurance Rate

Warehouse on R. R. Siding

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

&

GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

BEN A. LANGAN FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

THE MCPHEETERS WAREHOUSE COMPANY MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co. of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

OMAHA, NEBR.

GORDON**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.

National Furniture Warehousemen's Association.



HASTINGS, NEBR.

Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

OMAHA, NEBR.

MERCANTILE**STORAGE & WAREHOUSE COMPANY**

Merchandise Distribution and Warehousing

Write us for rates.

OMAHA

NORFOLK, NEBR.

BONDED WAREHOUSE

**NORFOLK
TRANSFER and STORAGE**

W. H. BLAKEMAN, Owner

Merchandise, Household Goods and Automobiles
Pool Cars Distributed C. N. W., U. P., C. St. P. M. & O.

OMAHA, NEBR.

**Pacific Storage &
Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

**FIDELITY
STORAGE & VAN CO.**

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association
Central Warehousemen's Club
National Furniture Warehousemen's Association

OMAHA, NEBR.

Terminal Warehouse Company

702-712 S. Tenth Street

CENTRALLY LOCATED
POOL CAR DISTRIBUTION.
MERCHANDISE STORAGE AND TRANSFER.
IMPLEMENTS STORAGE AND TRANSFER.
COMPLETE HOUSEHOLD GOODS SERVICE.
WE RECIPROCAT.

MANCHESTER, N. H.

McLANE & TAYLOR

Direct Boston & Maine Siding

MERCHANDISE—COLD STORAGE PLANT—FUR

STORAGE—AUTOMOBILE STORAGE AND
HOUSEHOLD GOODS

*New and Absolutely
Fireproof Warehouse*

WAREHOUSING IN ALL ITS BRANCHES

The Men Who Distribute

Mentholatum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ATLANTIC CITY, N. J.

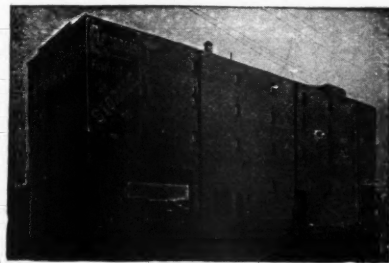
ATLAS STORAGE WAREHOUSE CO.
601 N. MISSOURI AVE.

ROOM, OPEN AND OUTSIDE STORAGE FOR HOUSEHOLD
GOODS, MERCHANDISE AND MACHINERY
FACTORY AND CARLOAD DISTRIBUTION
PENNA. R. R. SIDING HEAVY HAULING

ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE
WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue
Inter-City Auto Service Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

The Park Storage Warehouse Co.

Main Office and Warehouse:
HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given Phones, Bell 1299, Eastern 460

Storage, Moving, Packing and Shipping
AUTO VANS—NO ROAD TOO LONG

CAMDEN, N. J.

Wm. Rommel, Jr., Genl. Manager

South Jersey Warehouse Company

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Accessible to All Railroads

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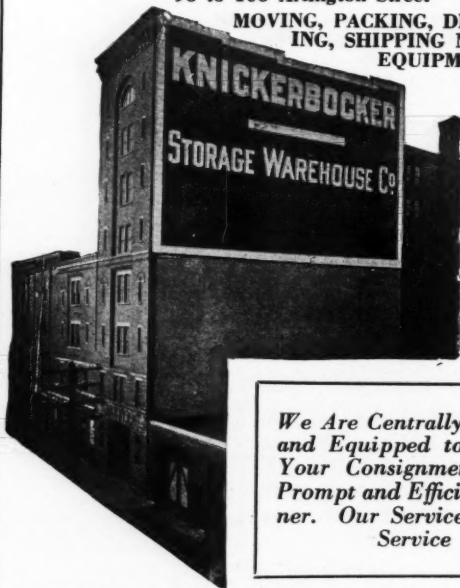
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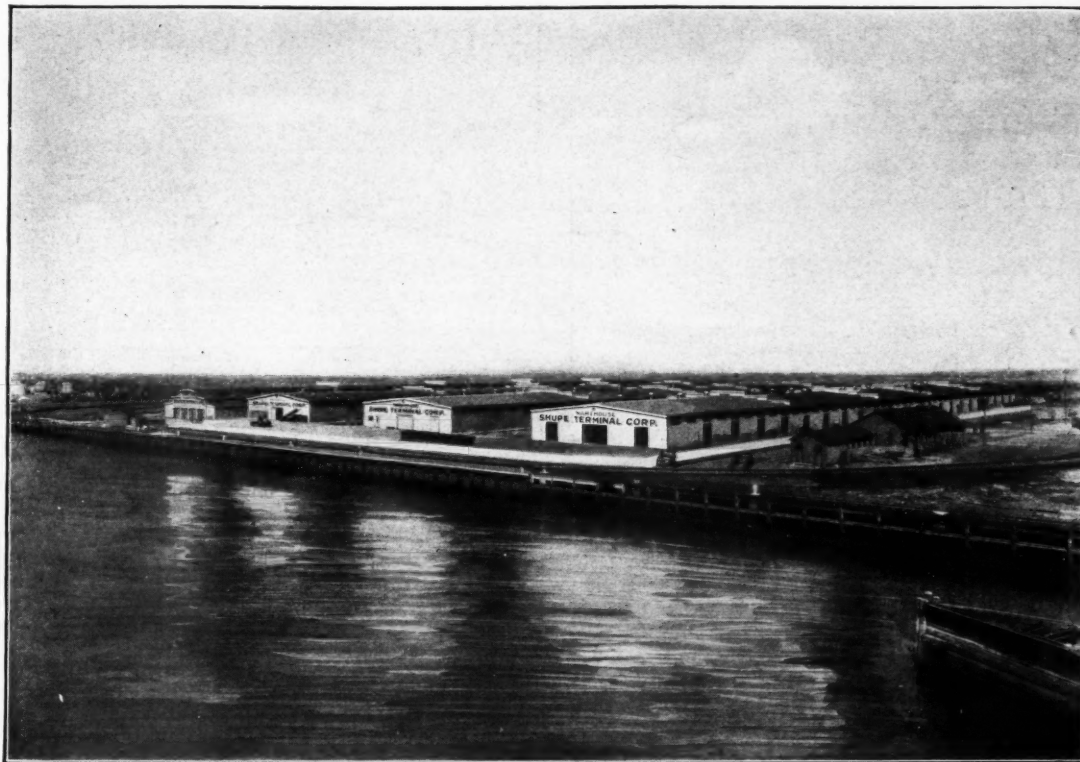
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Every ad Goes to Confirm
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Strengthen the One That
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Have It Done Right—And Right Means By

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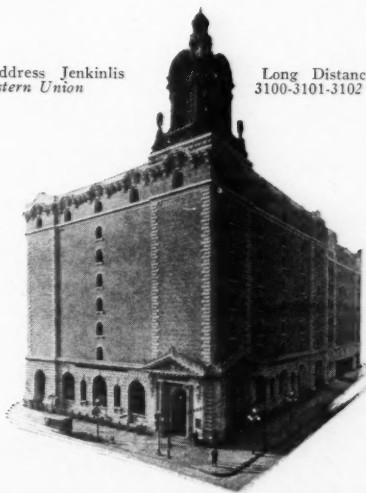
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goods in our care to "Eastern
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Fireproof and non-fireproof warehouses convenient to railroads.
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40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



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License 1291Track Connection
Penna. R. R. and
N. Y. Central R. R.

Base Rate, 16c

P. F. D. Warehouse Corp.

Storage & Distribution

610-12 WEST 39TH ST., NEW YORK

NEW YORK
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

STORAGE
RICHMOND
WAREHOUSES

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton
and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

NEW YORK, N. Y.

A. Santini & Sons, Inc.

439-445 E. 149th St. (near 3rd Avenue)
Bronx, New York

Located in the Hub of the Bronx

100 yds
NY.C.R.R.1/3 mile
L.V.R.R.About 1/2 mile
N.Y.N.H. & E.
PENN.R.R.

Convenient to all railroad terminals.

Largest Fireproof Warehouse
in the Bronx

A Fleet of Fifteen Padded Vans.

Movers and Packers

Storage Forwarders

Low Insurance Rate

THE ORIGINAL SANTINI

Established 1887

NEW YORK, N. Y.

SUNRISE STORAGE COMPANY, Inc.

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING
OF HOUSEHOLD GOODS

Collections made and promptly remitted

NEW YORK, N. Y.

A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto
Packing—Shipping—Crating

Members of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Automatic Fire Alarm
Erie Railroad Siding

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

NEW YORK, N. Y.

"We Move in Society"

HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NIAGARA FALLS, N. Y.

WILLIAM YOUNGTRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY
"Unextolled SERVICE"

OGDENSBURG, N. Y.

DELOR DOE

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

POUGHKEEPSIE, N. Y.

Birrer Motor Freight & Transportation Co., Inc.

MOVING HAULING SHIPPING
CONCRETE DISTRIBUTING WAREHOUSE POOL CARS
Office and Warehouse, 574-576 MAIN ST.
PHONE 2059

ROCHESTER, N. Y.

**General Merchandise Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

Blanchard Storage Co., Inc.Storage
Moving

HOUSEHOLD GOODS

Packing
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Allen and N. Washington Streets

Members NFWA. and AWA.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES

Owned and operated by
ROCHESTER CARTING CO.

Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

162-164 Andrews Street

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SCHENECTADY, N. Y.

W. CADY SMITH

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped
General Merchandise Distributors for Manufacturers and Wholesalers

Daily Express Service Between Albany and Schenectady

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS**

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

SYRACUSE, N. Y.



"A Good Sign of Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

TROY, N. Y.

**Great Eastern Storage,
Transfer & Wrecking Corporation**
124-134 Ferry Street, Troy, N. Y.

**MERCHANDISE AND FURNITURE
STORAGE.**

DISTRIBUTORS AND FORWARDERS

Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. POOL CARS HANDLED. Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

UTICA, N. Y.

In Utica it is

"Jones of Utica"

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

**JONES-CLARK TRUCKING and
STORAGE CO., Inc.**

127-135 Hotel St.

UTICA, N. Y.

Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER
FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

AMERICAN BROKERAGE & WAREHOUSE CO.
Established 1908

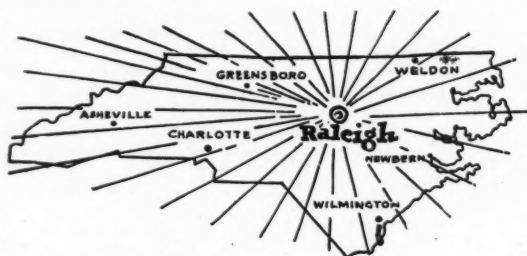
CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

CAROLINA
STORAGE AND DISTRIBUTING COMPANY
(BONDED)

FARGO, N. D.

UNION TRANSFER COMPANY

126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

Members—A. W. A. C. W. C. A. C. W. Minn. W. A.

GRAND FORKS, N. D.

Kedney Warehouse Co.**FIREPROOF STORAGE**Merchandise and Household Goods
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

AKRON, OHIO

THE
CITY VIEW
APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.
IN
AKRON

Commercial & Household Goods
LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

COTTER
WAREHOUSE

Akron, Ohio



Fireproof
Warehouse
for Furniture

Motor Vans
Packing

*The W. Lee* **COTTER WAREHOUSE Company**

239 East Mill St., Akron, Ohio

Formerly
Union Fireproof Warehouse Co.

AKRON, OHIO

The **KNICKERBOCKER**
WAREHOUSE and STORAGE CO.
36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

AKRON, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE

AKRON, OHIO



Merchandise
Storage and
Distribution
Rubber Makers'
Supply Depot



THE UNION TERMINAL WAREHOUSES
of

The W. Lee COTTER WAREHOUSE Company
Established in 1882

Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

Akron Office, 97 East South St.

CANTON, OHIO

THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO
General Merchandise, Distribution and Household Goods Storage.
Fireproof and Non-Fireproof Buildings. Private Steel Lockers.
Unsurpassed facilities for handling pool car and car load shipments.

RAILROAD SIDINGS
LOGICAL DISTRIBUTOR FOR THIS SECTION

CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

CINCINNATI, OHIO

THE CINCINNATI TOBACCO WAREHOUSE COMPANY

Main Office: 7 W. Front Street
Cincinnati, Ohio

—STORAGE—

POOL CAR DISTRIBUTION

Three Large Warehouses Capacity—300,000 Sq. Ft.
Sprinkler System
Railway Side Track Along Entire Front

CINCINNATI } OHIO
NORWOOD }

CONSIGN YOUR SHIPMENTS
FOR CINCINNATI AND
NORWOOD, OHIO, TO

THE NORWOOD TRANSFER CO.

MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS
POOL CAR DISTRIBUTION OF MERCHANDISE
MOTOR TRUCK SERVICE

OFFICE: 4416 Main Ave., NORWOOD, OHIO
WAREHOUSE: Madison Ave. and O. L. & N. R. R.

Members:
Ohio Warehousing Association National Furniture Warehousemen's Association

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good cause for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.

222 and 224 East Front Street

Member of { American Warehousemen's Assn.,
American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

**THE
ANDREWS**

Furniture Storage Co.

6802 LEXINGTON AVE.

**MEMBERS**[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

Ship Your Cleveland FreightDirect care Gregg Cartage Co. Freight to and from Depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE CO.

502 Prospect Fourth Bldg., CLEVELAND, OHIO

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

CLEVELAND, OHIO

**THE
CLEVELAND
STORAGE CO.**

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

**The Curtis Bro.'s
Transfer Company**French, Winter and Fall Streets
CLEVELAND, OHIO**Mercantile
Storage and General
Trucking****Bulk Oil Storage
125,000 Gallons**Low Insurance
Sprinkler SystemPrivate Siding on
C., C., C. & St. L. R. R.Pool Cars for Distribution
Motor Truck Service

CLEVELAND, OHIO

The Knickerbocker Storage Co.

7724 Detroit Ave.
Cleveland, Ohio

HOUSEHOLD STORAGE

Moving

Packing

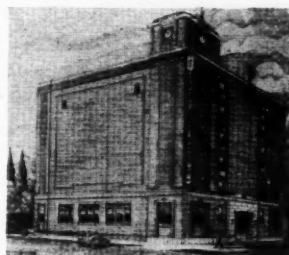
Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

THE LAKEWOOD

Fireproof Storage Co.
14401 DETROIT AVE.



Send us your
Lakewood and West Side of
Cleveland shipments

MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

THE LAKESHORE MOVING & STORAGE CO.

664 East 105th St.



MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

THE LIBERTY CARTAGE CO.

422-4 FRANKFORT AVE.
CLEVELAND, OHIO

MERCANTILE STORAGE

CARLOAD

CONSOLIDATING

DISTRIBUTING

FORWARDING

FREIGHT HANDLERS

CITY DELIVERIES

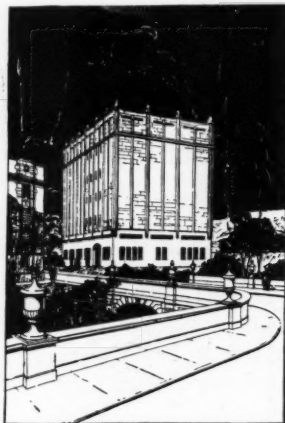
AFFILIATIONS

PENNOYER FREIGHT SERVICE

MEMBER

American Warehousemen's Assn.
National Team & Motor Truck Owners' Ass'n.

CLEVELAND, OHIO



A private siding at Blue Rock taps the Belt Line, and through it all railroads entering Cleveland.



Designed to furnish the highest grade of service to Cleveland's better homes, Blue Rock's rates are nevertheless strictly competitive, affording all of the price economies of establishments much less completely equipped.

THE LINCOLN STORAGE CO.

5700 Euclid Ave., Cleveland. Established 1905

Geo. A. Rutherford, Pres.
W. R. Thomas, Vice-Pres. W. H. Turner, Sec. & Treas.
Member N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO



Lederer Has Something in Store for You

LEDERER TERMINAL

MERCANTILE WAREHOUSES

CLEVELAND, OHIO

ANNOUNCEMENT

Mr. Mead Redhead, the organizer and for the past eight years President and Manager of The Redhead Storage Company, has severed his connection with the old company and announces the formation of his new Storage Company.

THE MEAD REDHEAD COMPANY

Storing, Moving, Packing, Shipping

1108 East 123rd Street

Every service in Storing, Moving, Packing and Shipping will be available and the same supervision and courteous attention given at the new location.

CLEVELAND, OHIO

The NEAL FIREPROOF STORAGE CO. 7208 & 11607 EUCLID AVE. CLEVELAND, OHIO.

NEAL takes pride in serving you on your shipments for
Cleveland and Surrounding Territory

A. W. Neal Pres. C. J. Neal Vice-Pres. and Treas. W. R. Kissick Sec'y

The NEAL FIREPROOF STORAGE CO. 7208 & 11607 EUCLID AVE. CLEVELAND, OHIO.

CATHART VAN AND STORAGE CO. - ATLANTA
February 10, 1924.

The Neal Fireproof Storage Co.,
7208 Euclid Ave.,
Cleveland, Ohio.

Gentlemen:

Please allow us to congratulate you on the very efficient and satisfactory manner in which you have handled shipments made by us through your company for our customers going to your city during the past eight or ten years.

We have sent many shipments to you and we will remember on more than one occasion it was necessary to ask you to make adjustments for us, which has always been done to the entire satisfaction of both our company and the owners of the goods.

Again thanking you, we are as ever,
Yours very truly,
Cathart Van & Storage Co.
J. H. Cathart

TFC:B

CLEVELAND, OHIO

THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

New Fireproof
Warehouse
14441
Euclid Ave.



THE WINDERMERE Transfer & Moving Co.

CONVENIENTLY LOCATED FOR
EAST CLEVELAND AND
CLEVELAND HEIGHTS SHIPMENTS

MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

Ninth Street Terminal Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



COLUMBUS, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



COLUMBUS, OHIO

Excellent facilities for
Merchandise Storage and
Distribution.

Service your customers
will appreciate.

In transit privileges.



COLUMBUS TERMINAL WAREHOUSES

The W. Lee COTTER WAREHOUSE Company
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof" Member N. F. W. A.
Big 4 Private Siding
313-315 EAST FIRST STREET
A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

POOL CAR DISTRIBUTORS
EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE
General Trucking, Rigging, Long Distance Moving,
Storage and Vans
PHONE MAIN 2548 LIMA, OHIO

MANSFIELD, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE

**MANSFIELD, OHIO**

Fireproof Warehouse for
Furniture.

Motor Vans. Packing.

Merchandise Storage and
Distribution.

The Trunk Line City.



The W. Lee **COTTER WAREHOUSE Company**
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

MANSFIELD, OHIO

Mansfield Transfer & Storage Co.

**Warehouse
Furniture
Merchandise**

Mr. Wholesaler:

We reach 50 towns and
serve 1000 customers around
Mansfield by motor truck.

Let us store and distribute
your merchandise.

MANSFIELD, OHIO

MARION, OHIO

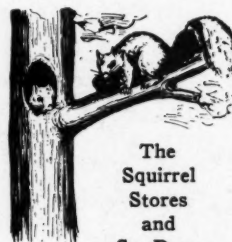
**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribu-
tion and Storage of Merchandise. Motor Vans for
Local and Long Distance Moving. Storage for
Household Goods, Automobiles and Machinery.
Packing and Shipping. Private Siding New York
Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO



The
Squirrel
Stores
and
So Does

W. P. BYERMAN

**Citizens Transfer and
Storage**

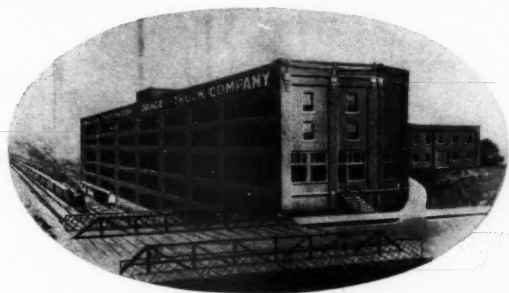
W. P. BYERMAN

Private Siding on C. C. C. &
St. L. R. R.



Expert Movers and Packers
of HOUSEHOLD GOODS

SPRINGFIELD, OHIO



Springfield, Ohio Shipments!

Bill through
WAGNER
Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

TOLEDO, OHIO

Let "RATHBUN" Do It THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

For Merchandise and Household Goods



The Toledo Merchants Delivery & Storage Company

Merchandise—Household Goods

FIREPROOF STORAGE

SPRINKLED

PRIVATE SIDING

The Arnold Building—Nickel Plate Road

Location—Close to Commercial Center

EXPERT TRUCK SERVICE

ESPECIAL ATTENTION TO DISTRIBUTION AND RECONSIGNMENTS OF CAR SHIPMENTS

215 So. St. Clair St., Toledo, Ohio

TOLEDO, OHIO



"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**
651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

THE TOLEDO STORAGE CO.

347-49-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. 3 Car Siding

Every facility for the handling of your goods

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

The Men Who Distribute

Tidewater Oil

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

TOLEDO, OHIO

Cotterage

FOR CENTRAL STATES
DISTRIBUTION OF MERCHANDISE



TOLEDO, OHIO

Excellent Facilities for
Merchandise Storage and
Distribution.



Service your customers
will appreciate.

Toledo is a Railroad
Center.



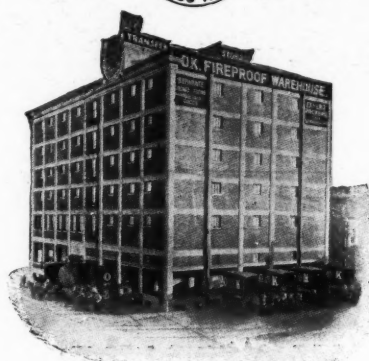
TOLEDO TERMINAL BRANCH of

The W. Lee **COTTER WAREHOUSE** Company

Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

OKLAHOMA CITY, OKLA.

WEICKER



O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

General Warehousing and Distribution

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.
Write for freight tariff to all points in Oklahoma City territory.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

ESTABLISHED 1887 INCORPORATED 1922

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

B E K I N S

FIREPROOF STORAGE

PORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.
Madison at Twelfth

The Men Who Distribute
United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, ORE.

General Warehousing
Storage - Distribution
Portland
Oregon



*Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary**Northwestern Transfer Co.**

STORAGE - DISTRIBUTION - HAULING
Incorporated 1884
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch

Established 1904

DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:
200 NORTH 13th STREET

PORTLAND, ORE.

Oregon Transfer Company

474 Glisan St.

PORTLAND, OREGON

We have 200,000 square feet of Class A
warehouse space, a complete drayage
equipment and a well organized force of
experienced men in all departments.

Storage, Drayage, Distribution

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

CHESTER, PA.

Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

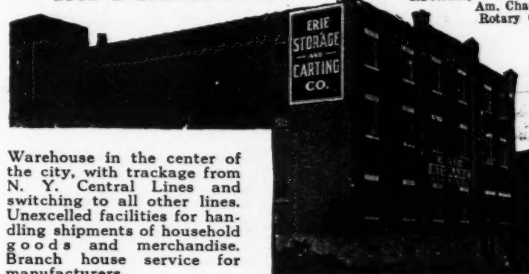
ERIE, PA.

ERIE

STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club



Warehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
dling shipments of household
goods and merchandise.
Branch house service for
manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

A Complete and Efficient Service

Mercantile Storage

Pool Car Distribution

CENTRAL LOCATION

AMPLE WAREHOUSE AND

TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern build-
ing, fireproofed, commodious, and located in
the heart of Erie's wholesale district, read-
ily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on
the Great Lakes and have storage facilities for 800 carsloads.

These unexcelled facilities make Erie and the Fort Erie
Warehouses the logical place and means for rapid, convenient,
profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks
Erie, Pa.

J. M. Dunkle, Resident Manager



ERIE, PA.

Union Storage Co. of Erie

See our advertisement on front inside cover page.

HARRISBURG, PA.

Central Storage and Transfer Co.

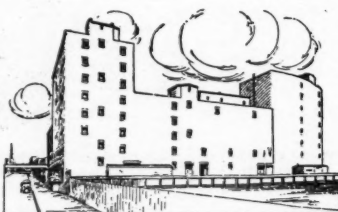
New Warehouse

General Merchandise Distribution.
Pool Car Distribution.
Local and Long Distance Trucking.
Railroad Facilities.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse

Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding
Direct Track Facilities Pool Car Distribution
Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street
STORAGE WAREHOUSE
General Merchandise Distribution
Pool Car Shipments
HOUSEHOLD GOODS STORAGE
Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading
CORRESPONDENCE SOLICITED

LANCASTER, PA.

KEYSTONE STORAGE COMPANY
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN

TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor
Piano Moving a Specialty
Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

PROPRIETARY MEDICINE WAREHOUSE

A Specialized Service, Devoted to Medicines and Toilet Goods Exclusively

Twenty years experience in handling and merchandising of Proprietary Medicines and Toilet Goods with specially selected experienced assistants and an intimate association with the drug-trade assures you of the particular service those products require. This exclusive service is now being used by some of the largest manufacturers in the country.

What are your needs? I can help solve your distribution problems.
WILBUR H. CROSS
38 South Third St. Philadelphia, Pa.

PHILADELPHIA, PA.

ESTABLISHED 1855

Godley's Storage Warehouses

101 Walnut St., Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS
BONDED MERCHANDISE



Track connections —
Pennsylvania Railroad
Philadelphia & Reading Railroad

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

Mr. Warehouseman

If you are interested in a big money-making side line which you can develop in your spare

MOVING FOR PARTICULAR PEOPLE



LEHIGH AT 21ST ST. PHONE DTA. 7360

time, let us know. We have a real money-maker for you.

The Men Who Distribute

Bickley Furniture

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PHILADELPHIA, PA.

POOL CAR DISTRIBUTION

Railroad Sidings Motor Truck Delivery
Freight Bills Audited

**Mutual
Transportation Co., Inc.**

Main Office:
121-123 N. Front St.

WE SOLICIT YOUR INQUIRIES
ON

L. C. L.—S. C. AND P. C. SHIPMENTS

STORE DOOR DELIVERIES

PHILADELPHIA, PA.

STORING — PACKING — DISTRIBUTING

9 Warehouses

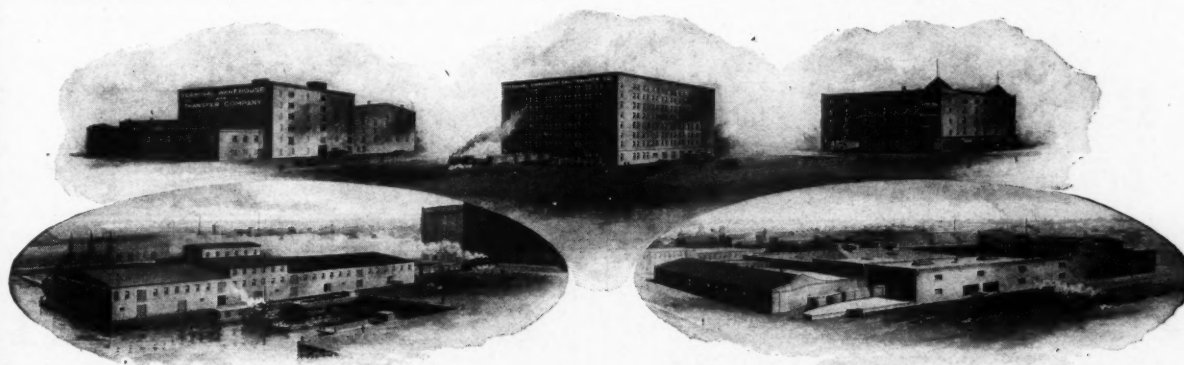
Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space

Phila. & Reading R. R.

Penna. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks.

FACILITIES—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

DELAWARE AVE. & FAIRMOUNT

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.



PHILADELPHIA, PA.

Philadelphia

LOCAL BUSINESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PITTSBURGH, PA.

BELMAR

MOVING & STORAGE CO.

OFFICE AND WAREHOUSE

Homewood Ave. and P. R. R.
Pittsburgh, Pa.

We pay commission on all work secured
through our correspondents and guarantee sat-
isfaction to your customers.

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

PITTSBURGH, PA.

Duquesne's Offer:
Certain Satisfaction



To the firm selling to wholesalers and retailers we offer
quick distribution to two million consumers. Large con-
signments reach us at carload rates and are reshipped
L. C. L. without need for or expense of trucking. One
hundred cars is our track capacity; eight five-ton eleva-
tors and a careful, experienced crew of handlers assure
despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA.

In
PITTSBURGH

It's

BLANK'S
Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

HASLEY BROTHERS

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.
Murdoch Means Service

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:— the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

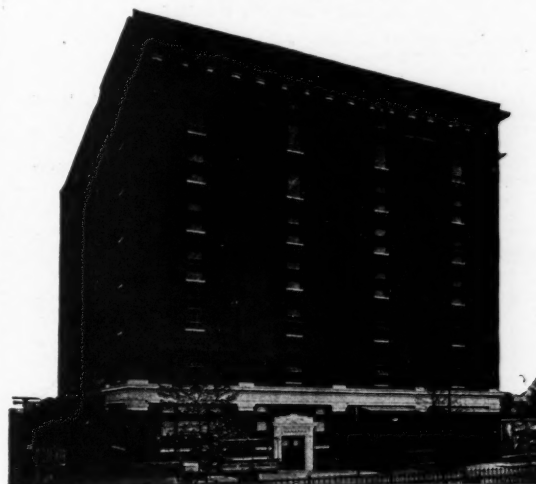
HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

SHANAHAN

Transfer & Storage Company

Established 1865



CONSIGN PITTSBURGH SHIPMENTS
FIREPROOF STORAGE, HOUSEHOLD GOODS ONLY
SEPARATE APARTMENTS

PROMPT RETURNS

3500 5th Ave.
Center of City

7535 Penn Ave.
Extreme East End

Pittsburgh, Pa.

PITTSBURGH, PA.

J. O'NEIL TRANSFER AND STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty
General Hauling

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

SCRANTON, PA.



Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE

PITTSBURGH, PA.

Established 1910

PITTSBURGH DISTRIBUTING CO.

CAR-LOAD MERCHANDISE
DISTRIBUTED AND RESHIPED
PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting.

Shipping. R.R. Siding. Manufacturers' Distributors.

Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. O. W.

Storage in transit privilege accorded.

The Men who Distribute

"Jello"

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index.

The Men Who Distribute

Mohawk Condensed Milk

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING
COMPANY**

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.
Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and C. R. R. of
N. J. sidings.
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
N. J., D. & H. freight stations.
Manufacturers' Distributors with facilities to handle large
consignments.

Offices: 150-156 E. Northampton Street

WILLIAMSPORT, PA.

Williamsport, Pennsylvania

New reinforced concrete structure just completed—
fireproof thruout.
Low rate of insurance.
Penna. R. R. Siding.
Short Haul to Penna. R. R., New York Central and
Reading Freight Stations.

Williamsport Storage Co., Inc.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets,

Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

The Men Who Distribute

Crossman Seeds

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

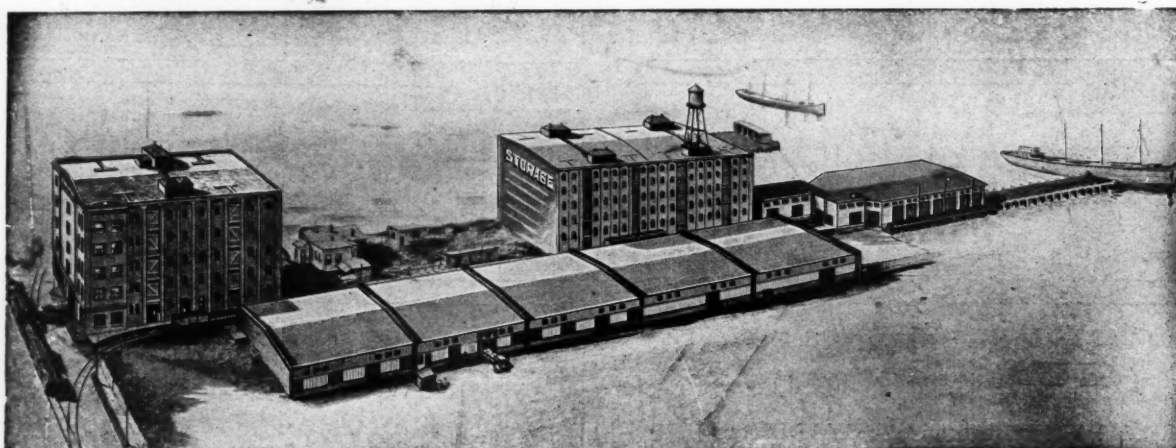
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several
acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor
Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Con-
nection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of
Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



CHARLESTON, S. C.

CHARLESTON**Warehouse & Forwarding Co.**

Merchandise Storage and Distribution of Pool Cars.
Private Tracks, Motor Truck Service.

GREENVILLE, S. C.

GREENVILLE, S. C.

Storage, Distributing, Moving, Service
that satisfies

SMITH DRAY LINE

ABERDEEN, S. D.

*Where the West Was***ABERDEEN STORAGE COMPANY**

Storage and Distribution of Merchandise and
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage

Trucks and Teams

SIOUX FALLS, S. D.

JOHNSON**Van & Storage Co., Inc.**

Largest and best equipped Warehouse in
South Dakota. Private Siding, Merchandise
Storage and Distribution. 50,000 Sq.
Ft. Bonded Warehouse.

We appreciate your Business

SIOUX FALLS, S. D.

**STRAHON TRANSFER
& STORAGE CO.**

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service



WATERTOWN, S. D.

FIREPROOF**BONDED****DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

CHATTANOOGA, TENN.

CHATTANOOGA**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

GENERAL MERCHANDISE AND HOUSEHOLD GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

CRABTREE**TRANSFER & STORAGE COMPANY, Inc.**

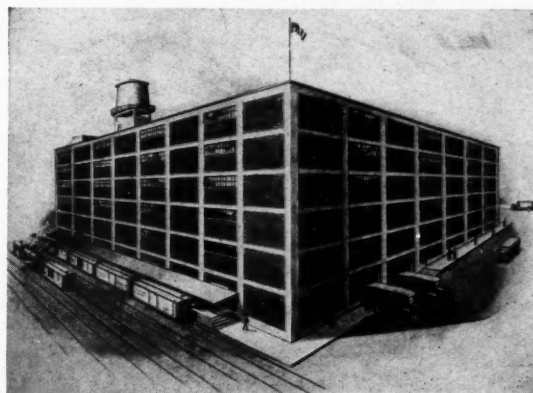
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

D. R. BENEDICT
Manager

**Knoxville Fireproof Storage Company**

612 E. Depot Street

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on

Southern Railway tracks.

Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 per annum. Household goods shipments solicited. Prompt remittances made.

Pool Cars distributed.

National Furniture Warehousemen's Ass'n.

MEMBERS

American Warehousemen's Ass'n.
Central Warehousemen's Club

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent

Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

MEMPHIS, TENN.

MEMPHIS, TENN.

The South's most centrally located
Distributing Center

The Home of the World's Largest Cotton
Warehouses—operating departments
for the

STORAGE
of
General Merchandise
Automobiles
and
POOL CAR DISTRIBUTION

Lowest Rates—Insurance

Facts Concerning Our Warehouses:

- 200 Acres Concrete Warehouses.
- All on ground floor.
- Automatically sprinkled.
- Finest fire alarm system.
- Privately policed.
- Ten miles standard railroad.
- Served by ten railroads.
- Miss. Warrior Barge Line.
- Trackage facilities, 500 cars.
- Our own Fleet Motor Trucks.

An Organization of Experienced Operatives,
Permitting Unexcelled Service at All Times.

Information Gladly Furnished.

Memphis Terminal Corporation
General Offices: 15th Floor,
Central Bank Bldg.

Member: American Warehousemen's Ass'n

MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.
C. W. CARTER, Secy. and Treas.
W. H. DEARING, Assist. Secy. and Treas.

JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS
Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.
No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.

MEMPHIS, TENN.

IF **???**
YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With
ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

NASHVILLE, TENN.

NASHVILLE

Central shipping point for all parts of
Tennessee, Southern Kentucky, Northern
Alabama, Mississippi and Georgia.

BOND

Reshipping and city deliveries from pool
cars or warehouse stock. Free switching
from all roads. Low insurance. Expert
men will attend to your business promptly
and carefully. Will be glad to refer you
to many large and well known companies
we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National
Furniture Warehousemen's Association and Southern Warehouse-
men's Association.

DALLAS, TEXAS

The \$5,000,000 Santa Fe Terminal Building of Dallas, Texas

Located in the
Heart of the City

Babson says:

"The time will come when Texas will have the largest population of any State in the country. Wise are the Northern manufacturers and jobbers who are now laying their plans with this future in view."

Your requirements for the Southwest can be fulfilled in any of its four units.

UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

UNIT 2

BONDED PUBLIC Warehouse occupied by **The Dallas Transfer Company**. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

UNIT 3

Cold Storage warehouse for perishable products—1,500,000 cubic feet capacity—Occupied by the **Southern Ice and Utilities Co.**

UNIT 4

To be occupied by National Distributors. All Units connected with five submerged railroad tracks through underground tube—entirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.

The Buyers' Center

Contract for space in any of its Units by applying to:

Dallas Transfer Company, Dallas
Southern Ice & Utilities Company, Dallas
Terminal Building Corporation of Dallas



WEST ELEVATION; FOUR COMPLETE UNITS OF THE SANTA FE BUILDING

AUSTIN, TEXAS

RIPS TRANSFER AND STORAGE CO.
Moving, Packing, Shipping, Storing
Bonded Warehouse with Lowest Insurance Rate in the City
GENERAL WAREHOUSING AND DISTRIBUTION

EL PASO, TEXAS

R. L. Daniel Storage Co.
Box 487, 1706 Texas, 2813 Durazno Sts.
Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.
ESTABLISHED 1911
75,000 Sq. Ft.—Fireproof—Bonded
STORAGE and DISTRIBUTION
Merchandise and Household Goods
Our Warehouse is in the Center of the Jobbing and Business District
"Service Guaranteed"
Two Blocks East of Post Office
Campbell and Mills Sts. El Paso, Texas
Members of the National Furniture Warehousemen's Association

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only
Twelve Other Warehouses for Household Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES
WE ARE BANKERS OF MERCHANDISE
WE HAVE THE LOWEST INSURANCE RATES IN EL PASO
WE HAVE A THOROUGH WAREHOUSE ORGANIZATION
WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION
EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

FORT WORTH, TEXAS

PRESCOTT STORAGE CO.

465 South Calhoun St., Ft. Worth, Texas.

Moving, Storing, Packing, Shipping. 19,500 square feet of floor space. Expert handlers of household goods. Distributors of pool car shipments. Your business will be appreciated.

GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY
Merchandise Warehousing
Pool Car Distribution
The KEY to the
GREAT SOUTHWESTERN MARKET
Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

GALVESTON, TEXAS

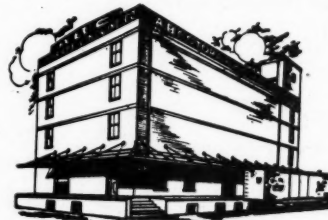
The WILEY & NICHOLLS CO.
GALVESTON, TEXAS
TRANSFER AND FIRE-PROOF WAREHOUSES

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

A·B·C· STORAGE AND MOVING CO., Inc.



Right in the
Center
of Houston
Ideal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS

"It's Fireproof"
Houston, Texas

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

Non-Related Goods

We specialize on large accounts
handling non-related goods.

Our facilities enable us to render extra preferred service to this special class of trade.

We can take care of two or three additional accounts. These accounts can be cared for by rental of certain amount of space—you to handle all details of distribution, or the accounts can be handled on the usual storage basis plan.

We suggest that traffic managers communicate with us and secure full particulars.

Also—we are in position to render a special service on pool car distribution.

Let us outline our plans to you. Get the details of our preferred service.

D. S. CAGE COMPANY

Lessees of

The Commercial Warehouse, Houston, Texas

HOUSTON, TEXAS

UNION TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

**MERCHANDISE STORAGE
FIREPROOF WAREHOUSE**

SERVICE THAT COUNTS

HOUSTON, TEXAS

IN
HOUSTON

WESTHEIMER'S

FOR HOUSEHOLD GOODS AND
MERCANTILE STORAGE
DISTRIBUTION

FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE

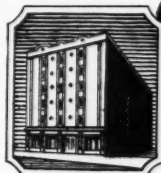
Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

SAN ANTONIO, TEXAS



**General Warehousing
and Distribution**

CAPACITY
1,250,000 CU. FT.

THE HOUSE OF SECURITY—Member four leading associations!

Write for
freight tariffs
to all points in
San Antonio
territory

**SCOBEE
FIREPROOF
STORAGE**

San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS STORAGE
TRUCKING MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

SAN ANTONIO, TEXAS

Bell's Storage



Distributing Co.

Duval near Austin Street, San Antonio, Texas

General Merchandise Distribution in all branches

Direct Southern Pacific siding

Carload, less carload, pool car and forwarding
Automobile delivery

VICTORIA, TEXAS

GULF COAST

DISTRIBUTION & WAREHOUSING

A PERSONAL INTEREST SERVICE

Warehouses at Victoria, Cuero, and Shiner, Texas.

Victoria Compress & Whse. Co. VICTORIA TEXAS

WAGO, TEXAS

The Heart of Texas

**Weatherred Transfer and
Storage Co., Inc.**

One Block on Mary at 13th St.

FIREPROOF STORAGE

Private sidings with ten car capacity, trackage on I. & G. N., G. C.
& S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C.,
Tex. W. & T. Assn.

Equipped to give the very best service on Storing and Distributing
Merchandise.

SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico

MERCHANTS TRANSFER COMPANY

BANKERS of MERCHANDISE
Warehousing and Distribution

Household Goods—General Storage—Pool Cars
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding

Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

WHITE RIVER JUNCTION, VT.**VERMONT WAREHOUSE CO., Inc.***Storage and Distributing***White River Junction, Vt.**

Government License for Wool 4-65.

Best Distributing Point in Northern New England.

Negotiable Receipts issued.

Dead storage for Automobiles.

NORFOLK, VA.**BELL STORAGE WAREHOUSE CORP.**

Monticello Ave., 22nd St., N. & W. R. R.

Merchandise and Household Goods

Pool Car Distribution

**PETERSBURG, VA.
HOPEWELL, VA.****SOUTHERN**

BONDED

WAREHOUSE

Distributors—Fireproof Storage

RICHMOND, VA.**Virginia Bonded Warehouse Corporation**

1707 East Cary Street

Distribution and Forwarding of General Merchandise Only

Largest Warehouses in South

Southern R. R. Siding

175,000 sq. ft.

Insurance Rate 25c. per \$100 per year

Members American Warehousemen's Association

SEATTLE, WASH.**B E K I N S**
FIREPROOF STORAGE**SEATTLE, WASH.**

.Madison at Twelfth

PORTLAND, ORE.

Sixteenth and Sandy Blvd.

SEATTLE, WASH.**FALES WAREHOUSE**

1018-1020 Fourth Ave. South

General Storage—Distribution—
Household Goods

We own our own property—investment \$150,000.00—
75,000 square feet floor space—28c insurance rate—
trackage—central business location—Class A warehouse—
Good offices for brokers—complete and responsible service including drayage at MODERATE RATES.

The Men Who Distribute

Chester Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SEATTLE, WASH.**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889
Incorporated 1904

Free & Bonded

Warehouses

Seattle, Wash.



GENERAL MERCHANDISE STORAGE

MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

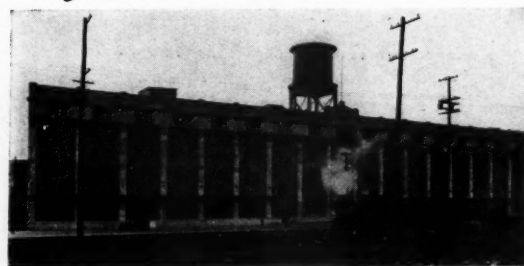
OPERATING 30 TEAMS, 24 AUTOS

SERVICE OUR MOTTO

SEATTLE, WASH.**PORT OF SEATTLE**

OPERATES

THE FINEST WATERSIDE
WAREHOUSES ON THE
PACIFIC COAST



View of Four Story Concrete Waterside Warehouse at the Stacy
St. Terminal

WHERE RAIL and WATER MEET.

General storage for all classes of merchandise.
Cold storage for all classes of perishable cargo.

For Rates and full information
Write Traffic Dept.—Port of Seattle, Seattle, Wash-
ington.

SEATTLE, WASH.

L. X. Coder, Pres. R. R. Mitchell, Sec'y.

SYSTEM INC. DELIVERY CO.

Pool Car Distributors
Merchandise Storage
Fireproof Warehouse
"For Service—Ship to System"
SEATTLE, WASH.

TACOMA, WASH.



WE OWN BOTH WAREHOUSES
Established 22 years in Tacoma—and know how to handle your requirements
Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

SEATTLE, WASH.

TAYLOR EDWARDS

Transfer and Storage Co.



Members:
American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors



DISTRIBUTION CARS
Delivered, Forwarded or Stored
No Switching ch. on Carloads
FIREPROOF STORAGE
POOL CARS
Furniture Packed, Shipped or
Stored
Established 1905
LOW INSURANCE
SEATTLE, WASHINGTON



TACOMA, WASH.

Service

Pacific Storage & Transfer Co.

Warehousemen

Merchandise and Furniture

Distributors and Forwarders

Ship Your Pool Cars to Us.

**Our Motto Is
Service**

Tacoma, Wash.



SEATTLE, WASH.

UNITED WAREHOUSE CO. SEATTLE, WASH.

Established 1895
Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING
U. S. CUSTOMS BONDED STORAGE
RAIL CONNECTION WITH ALL ROADS

YAKIMA, WASH.

MILLER TRANSFER & STORAGE CO.

DISTRIBUTORS and FORWARDERS, PACKERS SHIPPERS and MOVERS

TRANSFER-STORAGE WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.
SHIP IN OUR CARE and let us be "At your service with best of service."

OFFICE: 10 EAST A STREET Phone 511 SIDNEY HOTEL BLDG.

Warehouse: 223 South 1st Street

AUTOMOBILE AND TRUCK STORAGE

CHARLESTON, WEST VA.

MATHEWS STORAGE WAREHOUSES

Distribution & Warehousing

Five Warehouses—Motor Truck Service.

Direct Railway Siding—connecting with NYC, C&O,
B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. C. W.

SPOKANE, WASH.

CATER TRANSFER & STORAGE CO.

121 So. Madison St.

Merchandise of all classes, Household Goods, Pianos and Automobiles, Warehouse and Distributed thru the most accessible and centrally situated warehouse in Spokane. Located on Northern Pacific Tracks.

KENOSHA, WIS.

DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

The Men Who Distribute

Moline Plows

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSINWE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB

MILWAUKEE, WIS.

**LINCOLN
FIREPROOF WAREHOUSE CO.**

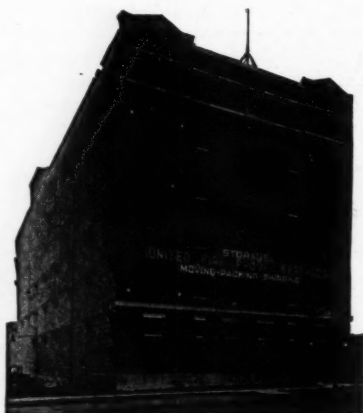
322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

MILWAUKEE, WIS.

For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service
built this
new fire proof
warehouse.

The Men Who Distribute

United Drug ProductsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

OSHKOSH, WIS.

Oshkosh Storage CompanyGeneral Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free SwitchingOshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.Members: American Warehousemen's Association
Nat'l Furniture Warehousemen's Ass'n

HAMILTON, CAN.

CENTRAL DISTRIBUTING
POINT.**HAMILTON**
THE GATEWAY TO CANADA

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

Quickest Delivery—Least Expense
Distribute Canadian Consignments Through**Hamilton Terminal Warehouses Ltd**Hamilton, Ontario, where Freight Rates Break
Private Siding, All Railroad Connections

WINNIPEG, CAN.

INSURANCE 30 CENTS



230 PRINCESS ST. WINNIPEG

HONOLULU, HAWAII

When Shipping Goods to

HONOLULUconsign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.**CITY TRANSFER COMPANY**Cable Address:
LOVERINO, HONOLULU

Makes Your Ford A Two-Ton Truck

Six Speeds for Your Ford

Two-ton ruggedness is built into the Ford Truck.

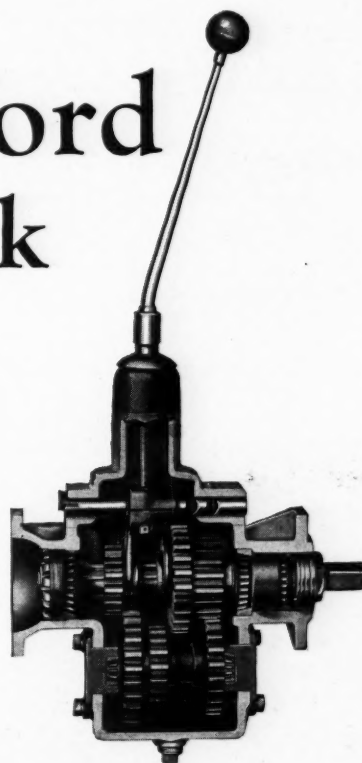
Two-ton power is supplied by the famous Ford engine.

The Warford Auxiliary Transmission forges the link between the two, which makes the Ford truck a distinctively economical two-ton haulage unit.

The Warford-equipped Ford, with a speed for every condition of road and load, hauls with the best of them through heavy going and passes the rest of them on good roads.

Warford couples bull-dog strength and speedwagon fleetness with Ford dependability and economy.

If your Ford dealer hasn't the Warford transmission, write for our dealer list.



What the Warford Is and What It Does

The Warford Auxiliary Transmission is a high-grade gear shift of the approved sliding gear selective type which gives the Ford six speeds forward and three reverse.

The Warford transforms engine revolutions into rear axle torque at six different ratios, from 36 to 1 in low, to 5 to 1 in high, allowing the engine to run at normal speed whether the truck is traveling one mile an hour or thirty.

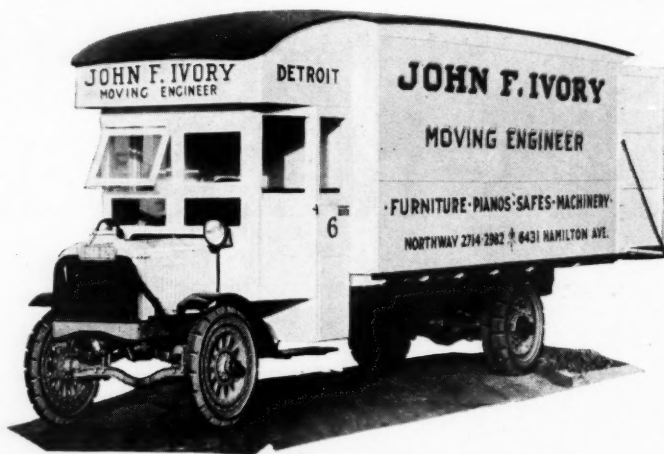
In adapting normal engine speed both to heavy hauling and high speed, the Warford saves wear and tear, loss of power and waste of gas and oil, caused by the racing motor.

Warford

AUXILIARY TRANSMISSION

The Warford Corporation

44 Whitehall Street, New York



Any truck owner will tell you about Kelly Kats

Kelly Kats are the most widely used truck tires on the market. You see them on trucks of every size and type in practically every line of business. They have attained this popularity by delivering exceptional service at very low cost.

Kelly Kats gives traction without chains on almost any kind or condition of road. They cushion the truck and protect its delicate mechanism from road shock. They stand a tremendous amount of punishment. And they deliver such exceptional mileage that their cost, per mile, is extremely low.

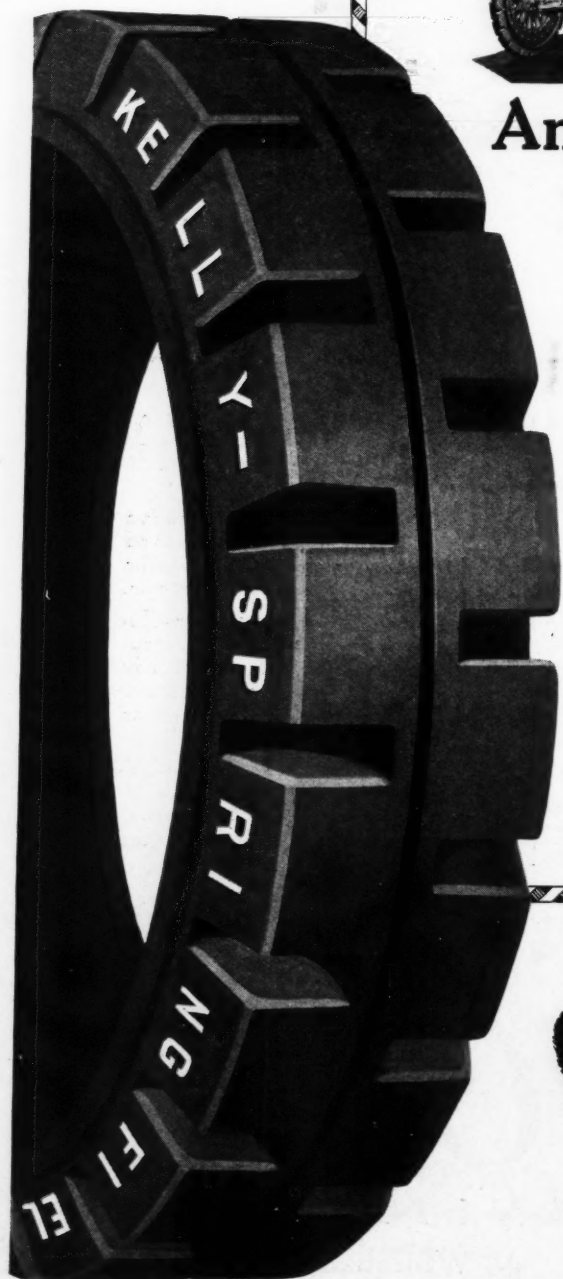
This combination of qualities offered by Kelly Kats seldom fails to win the hearty endorsement of every truck owner who gives them a trial. If you would like to know more about Kelly Kats, ask any truck owner who uses them. We will be content to leave the case in his hands.

**There are no Caterpillar
tires but Kelly Kats**

KELLY-SPRINGFIELD TIRE COMPANY

250 West 57th Street

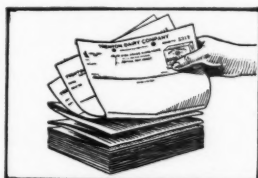
New York, N. Y.



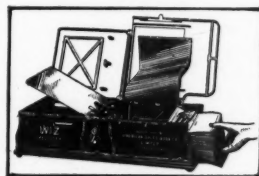
WIZ Flat Packet Register



1. Wiz exclusive flat packet load, formed by two, three or more strips interlaced and folded zig-zag.
2. Wiz strips are always in alignment.
3. Furnished with or without this tamper-proof reference compartment.
4. One strip of slips refolds automatically into locked compartment ready for reference or auditing at any time.



The Load



Loading



Auditing

Why our men serve well:
44% in service 15 to 35 years.
26% in service 10 to 15 years.

One-Packet Load—Flat Audit Strip

Wiz is used by storage warehouses and moving companies for any handwritten business forms which require one or more copies. Two or more copies may be issued and one kept in a locked compartment for later reference or posting. Wiz introduces the new flat packet principle, a great improvement over roll form registers. It makes any number of copies and strengthens the best record keeping systems by making better original entries.

EASY AND QUICK TO LOAD

The load is one flat packet of printed forms interlaced and folded zig-zag ready to insert in the Wiz. To load the Wiz Register obviously requires much less time than inserting three or more rolls, adjusting tension springs and placing first slips in alignment.

In a recent contest, nine men loaded a Wiz Flat Packet Register in less than half a minute each; one man in twenty-three seconds.

AUDITING FROM LOCKED-UP RECORD
The top picture of the Wiz Register, with its sides cut away, shows one strip of

checks automatically refolded in the tamper-proof locked compartment (No. 4) after the transaction has been recorded. The record of any transaction can be referred to instantly and then replaced without disturbing the load.

Auditing from the locked zig-zag strip of flat tickets is much easier than from a long rolled strip which curls over the desk and floor. The Wiz audit strip is a perfect file in itself, always in numerical order and accessible at any page, avoiding an awkward file of rolls.

ALIGNS STRIPS AUTOMATICALLY

One turn of the crank issues and files tickets and automatically places the next set of tickets in alignment.

Storage and moving men can improve their records by using Wiz.

Over 100 company offices conveniently located in all trade centers. Our representatives are especially instructed. They average long years of service and are capable of rendering just the quality of service you desire.

American Sales Book Company, Ltd., Elmira, N. Y.

West of the Rockies

Pacific Manifolding Book Co.,
Emeryville, Cal.

Pacific Coast Sales Book Co.,
Los Angeles, Cal.

In Canada

F. N. Burt Company, Ltd.,
Toronto, Can.



Makers of autographic registers since 1883. Originators of the sales book industry in 1884. Pioneers in the manufacture of books, machines and forms using carbon paper.

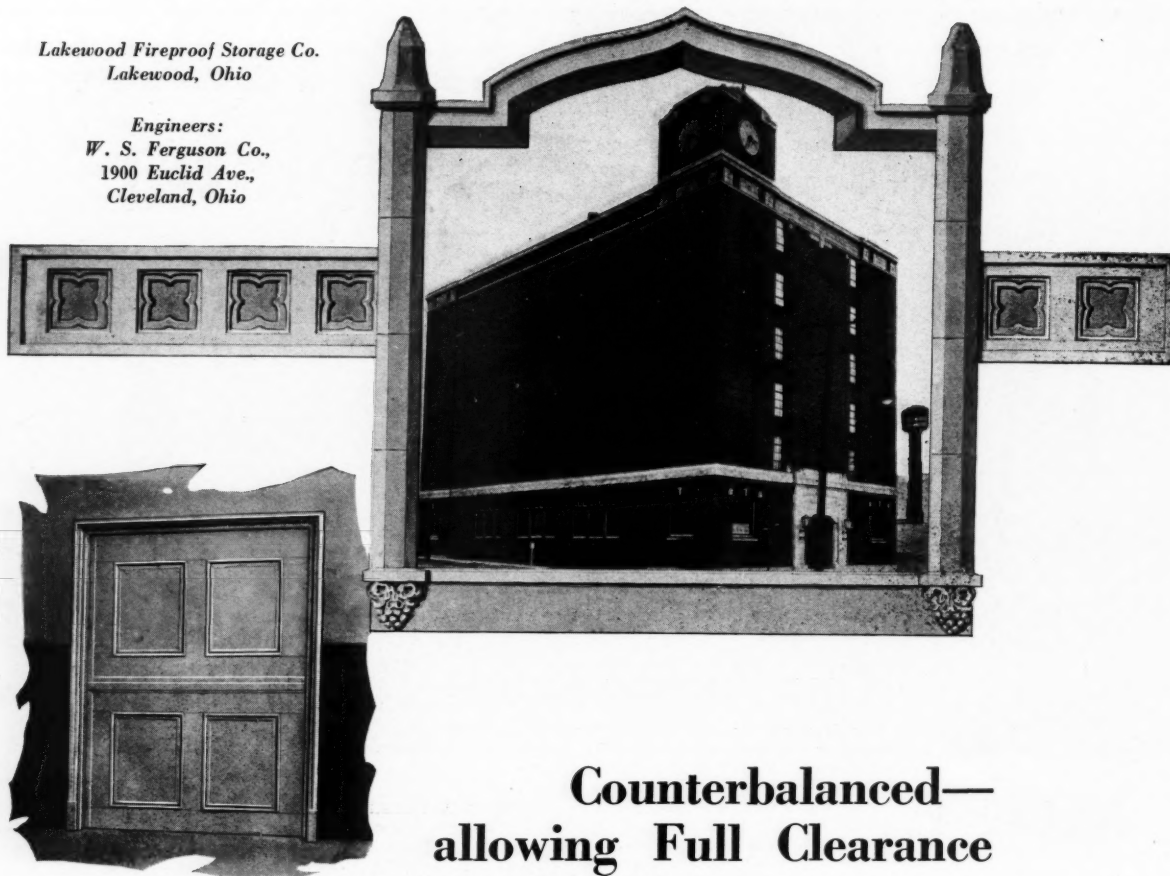
Pin to forms now used or to letterhead for information without obligation.

- | | |
|---|--|
| <input type="checkbox"/> Charge Sales | <input type="checkbox"/> Purchase Orders |
| <input type="checkbox"/> Invoices | <input type="checkbox"/> Receiving Orders |
| <input type="checkbox"/> Bills of Lading | <input type="checkbox"/> Delivery Receipts |
| <input type="checkbox"/> Express Receipts | <input type="checkbox"/> Warehouse Orders |

Dept. 7194

Lakewood Fireproof Storage Co.
Lakewood, Ohio

Engineers:
W. S. Ferguson Co.,
1900 Euclid Ave.,
Cleveland, Ohio



Counterbalanced— allowing Full Clearance

ONE of the important reasons for the installation of PEELLE Freight Elevator Doors in the Lakewood Fireproof Storage Co. Building is their counter-balanced construction. PEELLE Doors are divided horizontally in the center, the two panels operating inside the elevator shaft on steel chains running over double race ball bearing pulleys. This vertical movement affords not only ease of operation but also full clearance of elevator for loading and unloading.

Another outstanding feature of the PEELLE Door is the truckable bar that bridges the gap between the door saddle and the elevator, forming a uniform, rigid surface for trucking. PEELLE Doors are constructed to withstand the heaviest trucking and severest shocks, to give years of efficient service.

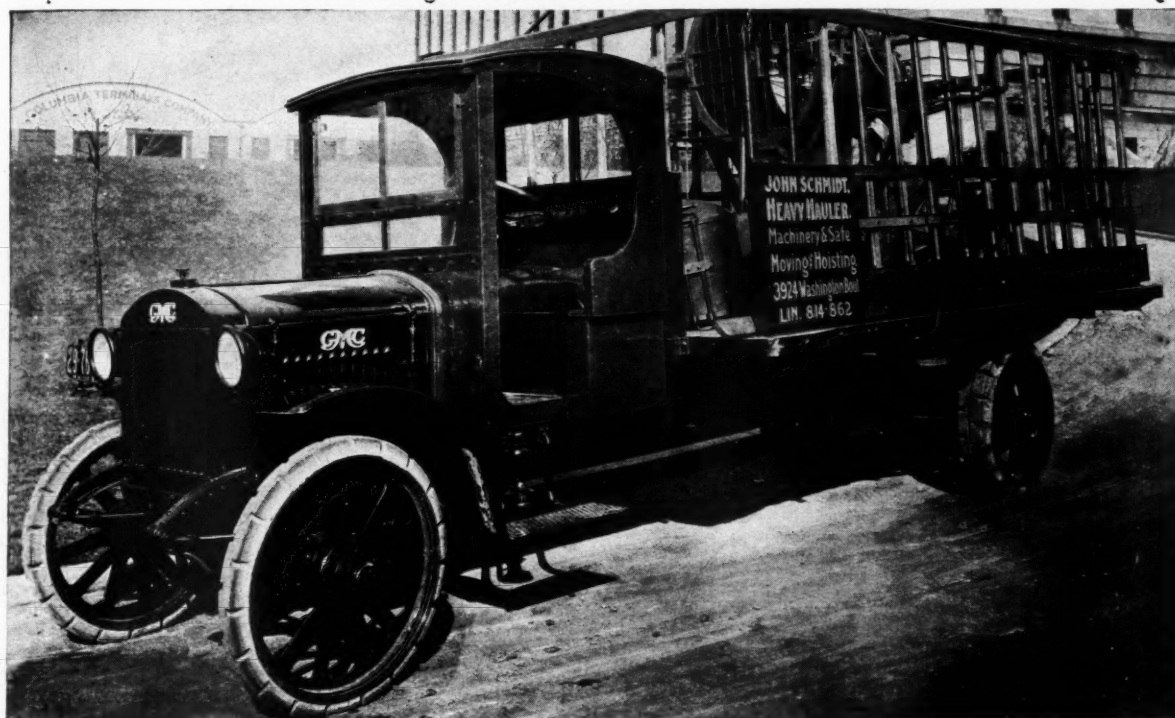
A PEELLE Catalog will be gladly sent upon request.

THE PEELLE COMPANY Brooklyn, N. Y.
Boston . Chicago . Cleveland . Philadelphia . and 12 other cities

PEELLE Freight Elevator DOORS

Counterbalanced-Truckable





MORE POWER—MORE SPEED At Smaller Cost

Whatever the nature of your hauling business may be, whether it necessitates a one-ton truck or a fifteen ton tractor, GMC has a model to handle it to the best advantage. And, every GMC provides more power and more speed at a smaller cost than has ever been possible before with any one truck.

GMC trucks embody seven special features of construction that definitely sets them seven steps ahead in the motor truck world. Surplus power is provided without increasing the size of the engine, without sacrificing road speed and without adding in any way to running expense. Low maintenance cost and uninterrupted service are assured and indefinitely long life is possible because of exclusive GMC improvements. Constant brake adjustment, perfect cooling and unusually efficient lubrication are maintained by other special GMC features. In many essential points GMC is different and every change from the ordinary principles either materially increases the earning power of the truck or reduces the cost of its operation and upkeep.

GMC construction—GMC special features and what they mean to you in actual hauling advantage are fully explained in the free GMC catalog. Actual photographs illustrate each feature—models are shown and specifications given. We have a copy ready to send you. Let us have your address and we will send it at once. Use the coupon below.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICH.

General Motors Trucks



Mail This Today

General Motors Truck Co.

Dept. 40

Pontiac, Mich.

Please send me literature on GMC trucks, including catalogue.

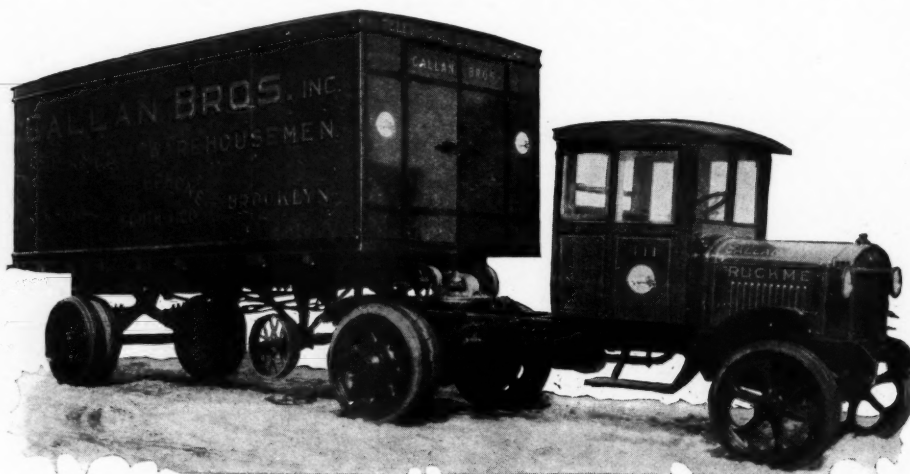
Name

Business

Address

"GMC Trucks are Seven Steps Ahead"

Getting the Most Out of the Power Unit— in load and service



One of the many general hauling companies who have found it profitable to use

LAPEER SEMI-TRAILERS

"The Maximum Motor Method"

The power unit in hauling, performs its greatest service at lowest cost, when combined with Lapeer Semi-Trailers. Results of this combination are trebled hauling capacity per load, and elimination of lost time during loading and unloading. This cuts the hauling costs per ton to as low as one-third.

|| We have published an interesting, highly illustrated folder, showing the many distinctive mechanical features of Lapeer Semi-Trailers. A study of it will revolutionize your understanding of modern hauling equipment. Write for Folder H-101. ||

LAPEER TRAILER CORPORATION
LAPEER, MICHIGAN

FACTORY BRANCHES: NEW YORK—PHILADELPHIA—BOSTON—DETROIT

DISTRIBUTORS: CLEVELAND—CHICAGO—ST. LOUIS—BUFFALO—LOS ANGELES—NEW ORLEANS—MILWAUKEE—ST. PAUL—MINNEAPOLIS
TOR ONTO

Now Ready for Your Use Standardized Simplified Forms



"The most constructive step taken by the American Warehousemen's Association—perhaps the most significant development in the public storage industry in America."—
Kent B. Stiles, in *Distribution & Warehousing*.



Saves Money—Promotes Efficiency Satisfies Your Customers

Your personal profit and the satisfaction of your customers will best be served by making immediate use of these forms in the conduct of your business. While these forms are copyrighted by the American Warehousemen's Association they have given up permission to sell them to non-members in order that the best interests of the business as a whole may be served.

These forms may be had by members, printed on *special paper, water marked with the seal of the American Warehousemen's Association at no additional cost*. The following forms are now available:

Form No.

- 101 Notice of Orders filled and B/L 3, 4, 6 or 7 part form.
- 102, 103, 104, 105, 119, 120, 121, 122—Warehouse Receipts for Merchandise and Cold Storage.
- 106 Warehouse Receipts for Household Warehouses 3 parts.
- 107 Packing Ticket for Household Warehouses 3 parts.
- 108 Storage Order and Agreement for Household Warehouses 3 parts.
- 109 Signature and Identification Card Household Warehouses.
- 110 Rate Quotation Household Warehouses.

Form No.

- 111 Original Talby Sheet Household Warehouse duplicate.
- 112 Additional Talby Sheet Household Warehouse duplicate.
- 113 Goods Added to Storage Household Warehouse duplicate.
- 114 Delivery Receipt Household Warehouse duplicate.
- 115 Over, Short and Damage Report.—3 parts.
- 117 Invoice.
- 118 Stock Report, Merchandise and Cold Storage.

Samples and quotations sent on request.

Official printers to the Committee:

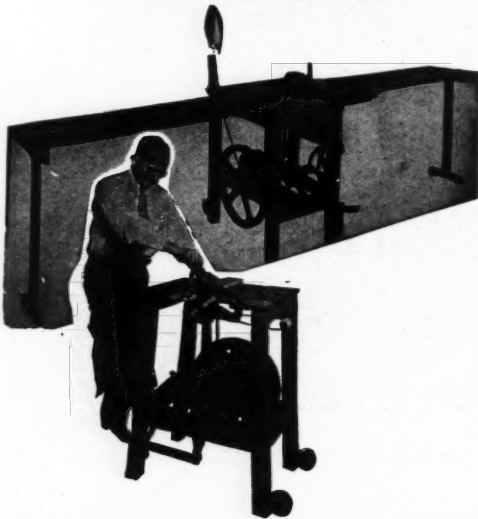
The O. S. Hubbell Printing Company

Hubbell Building

648 Huron Road

Cleveland, Ohio

NEAL HANDY SAW!



Saw Complete with Extension Tables

Acknowledged the Handiest and Most Economical Saw Yet Offered for Our Business.

Heavier Motor, 10 Inch Saw, Complete in Every Detail.

Write Today for Further Description and Price.

NEAL HAND SAW

Arthur W. Neal, Mfr.

7208 Euclid Avenue, CLEVELAND, OHIO



Use White Tar Paper and White Tar Naphthalene

In protecting the wares stored with you.

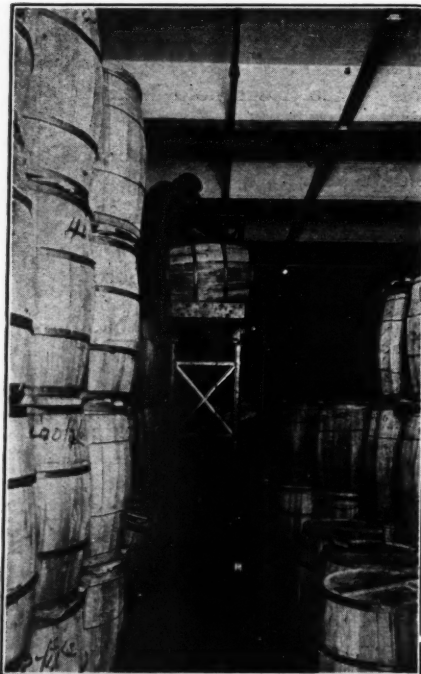
WE MANUFACTURE

WHITE TAR

Paper (Pine, Tar and Cedar)
Moth Bags (varied sizes)
Moth Balls, Crystals, Powder and Blocks
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

The White Tar Company
56 VESEY ST., NEW YORK CITY



Boxes
Barrels
Bales
or
Crates
the
**DELTA
P
E
R
T
V
A
T
O
R**

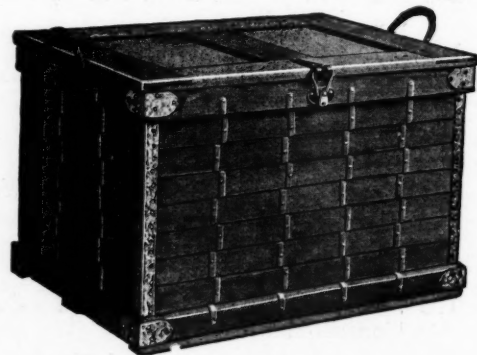
enables
one or
two men
to do work
now re-
quiring
three or
four.

Hand power or electric, any capacity, any height.

Ask for Catalog 105

New Jersey Foundry & Machine Co.
90 West Street, New York

Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

With or Without Covers

We manufacture a full line of
STORAGE HOUSE AND VAN SUPPLIES,
TWINE, ROPE, ETC.

Write for Catalogue No. 10

WM. A. IDEN CO.
564 Washington Blvd. Chicago, Ill.

Make Your Desk Phone Private as a Booth



*free trial offer
makes Hush-A-Phone
available to all
business men*

HUNDREDS of business men have told us of losses of contracts, customers and even friends that they could trace directly to "leaks" of valuable information through unguarded telephone conversations. Such leaks with their resulting losses are inevitable unless some safeguard is provided that will insure the privacy of telephone conversation.

There are two ways to get telephone privacy when there are persons in the same room or office with you. One way is to make an embarrassing apology while you run around looking for an isolated 'phone, or shut yourself up into a stuffy booth. The other way is to sit right at your desk and talk in your natural tone of voice into the Hush-A-Phone—a voice silencer that slips on or off your 'phone at will and renders your conversation inaudible to persons only a few feet from you.

THOUSANDS of bankers and prominent business men have adopted the Hush-A-Phone as a protection against "leaks." It assures absolute voice privacy at your own 'phone. It spares you the embarrassment of sidestepping important calls when there are visitors at your desk. It insures you against the danger of careless gossip of friends as well as against the intentional eavesdropping of the malicious. At the same time, it makes for a clearer wire by keeping outside noises out of the transmitter and promotes office quiet by making the speaker's voice inaudible to other workers.

In noisy places such as pressrooms, composing rooms, etc., the Hush-A-Phone keeps surrounding noises out of the transmitter, improving hearing at both ends of the line.

We invite you to try the Hush-A-Phone—without cost—on your own 'phone. Read our offer.

FREE TRIAL OFFER

We have received so many orders from bankers and business men who are now enthusiastic users and endorsers of the Hush-A-Phone that we are convinced that thousands of others would become "sold" if they had an opportunity to try the Hush-A-Phone out for themselves and see what a real necessity it is in modern business. We will send you the Hush-A-Phone for five days' free trial. At the end of that time you can send us your check or return the instrument to us postpaid. All that you need do now is to fill in the coupon below and mail it to us attached to your letterhead. We will ship you the Hush-A-Phone by return mail.

Mail this coupon for trial order

HUSH-A-PHONE CORP.
19 Madison Avenue, New York City.

Gentlemen:

You may send me.....Hush-A-Phones on approval for five days. At the end of five days we agree to return them to you postage paid or to remit \$10.00 for every one not returned.

Name of firm

Address

Name of individual

City Date

Distribution & Warehousing

Metropolitan
FIREPROOF WAREHOUSE CORPORATION
ESTABLISHED 1878
STORAGE—MOVING
PACKING—SHIPPING
Our One Million Cubic Feet of Space



CHARLES A. MORRIS
MANAGER & TREASURER
AMSTERDAM AVENUE 835 STREET
NEW YORK
Feb. 20,
1924.

Mr. George S. Kingsley,
1452 Broadway,
New York City.

Dear Mr. Kingsley:-

We feel that it is due you to state how thoroughly we appreciate the service rendered by you in connection with the construction of our new building.

Our plant is practically finished, its beauty and efficiency we feel is due largely to your thorough grasping of our requirements. The speed in completion and economy of operation we further feel is due to your most complete understanding of the needs of our industry.

Should any of your prospective clients wish to learn of the type of service rendered by you we hope that you will feel free to refer to us and give us the privilege of recommending your most efficient methods to anybody needing same.

Our relations have been uniformly cordial and we appreciate the flexibility of your mind in accepting all suggestions and your ability to work them into practical shape.

With the highest regards, we are

Yours very truly,

METROPOLITAN FIREPROOF WAREHOUSE CORP.

Charles A. Morris President



AM
MEMBERS
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION
NEW YORK FURNITURE WAREHOUSEMEN'S ASSOCIATION
THE MERCHANTS ASSOCIATION OF NEW YORK
THE RETAIL CLUB OF NEW YORK
THE GUNNELL ASSOCIATION OF NEW YORK
NEW YORK STATE WAREHOUSEMEN'S ASSOCIATION
CANADIAN WAREHOUSEMEN'S ASSOCIATION

Excelsior Wrapper Co.

MANUFACTURERS OF
EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
Metropolitan District Served by
Boston Excelsior Co., 580 W. 29th St., New York City

ENOZ

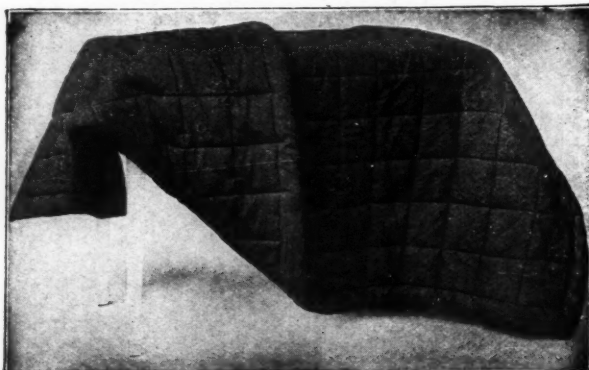
KILLS MOTHS

WILL NOT STAIN

Quickly, surely and safely rids your plant of moths. Used by leading warehousemen.

Write for liberal trial offer.

ENOZ CHEMICAL CO., 705-7 N. Wells St., Chicago
61 East 8th St. New York



BE CAREFUL!!

To be safe for moving, a pad should be safe for your furniture. "PROTECTO" pad IS.
GET READY for the Spring RUSH.
Owing to the rising cotton market take advantage of these low prices.
Prices subject to change without notice.

NOTE: The pad is stitched in square blocks; this prevents the cotton from bunching.

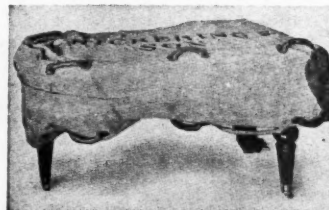
No. 12—Cut size of cloth 72x80...\$36.00 per dozen
No. 14—Cut size of cloth 54x72... 29.00 per dozen
No. 16—Cut size of cloth 36x72... 22.00 per dozen
PHONOGRAPH COVERS..... 5.50 EACH

"Protecto" Wagon Pads are made of Extra Heavy Drill Denim, Layer Cotton Filled.

Write or wire your order today.

CHICAGO QUILT MANUFACTURING CO.
1355-57 Roosevelt Road Chicago, Illinois

If You Move or Handle Pianos— Acquaint Yourself—by All Means—With The Breen Grand Piano Cover



"The Only One of its Quality on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered



GRAND PIANO MOVING COVERS

Made of the heaviest canvas, practically indestructible; extra heavy fleeced lining; reinforced with canvas at long side, a double thickness where handles are attached; bound with leather on corner; ten large 10-inch leather handles; hand sewed, "Sail Maker's Style" throughout; will fit any size grand piano.

Write for circular showing complete Moving Equipment.

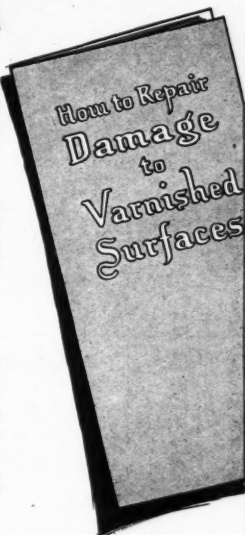
LYON & HEALY, 64 E. Jackson Blvd., CHICAGO

Send For This VALUABLE FREE BOOK

NO matter how carefully furniture is handled, accidents will occur and no one has devised a method of packing which will prevent packing marks.

When unavoidable injury occurs it is extremely difficult to satisfy the housewife whose treasured mahogany has been marked, scratched or dented—unless it is repaired before delivery.

"How to Repair Damage to Varnished Surfaces" tells how you can repair injury so that it is not only hidden but so that the repaired piece will look as good or better than before. It even explains how damage which occurs in delivery can be instantly touched-up by any intelligent driver or helper.



Write for your FREE copy.

If you are too busy to write a letter clip this paragraph to your card or letterhead and mail it to us. We'll know what you want.

The M. L. Campbell Company
2334 Pennway Kansas City, Mo.

Increased Profits

by cleaning
Rugs and
Upholstery

You store and move your customers' carpets and furniture—why not clean them, too?

The margin of profit is large and the expense for equipment and labor is small.

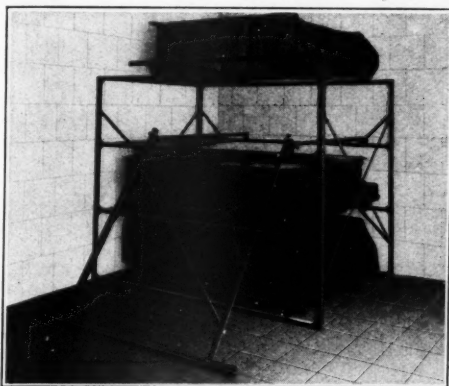
Connersville scrubbing machines and vacuum cleaners are used in leading cleaning plants everywhere.

United Vacuum Appliance Corp.

FORMERLY LANDERS, FRARY & CLARK
Dept. I, Connersville, Ind.

CONNERSVILLE

It Is Wrong to Stand Grand Pianos on End!



IREDALE

Grand Piano Rack

enables you to lay them flat!

It is ruinous to the action of a Grand Piano to stand it on end for any length of time. If you are in the habit of standing them on end to save space you can still save that space and lay them FLAT with The IREDALE Rack. Four flat in the same space that four on end take.

Valuable facts on request.

Service Steel Products Co.
140 N. Dearborn St., CHICAGO, ILL.

WAGON PADS

That "Stand-Up"



STAR BRAND

Best for the money

No.	Cut Size of Cloth	Per Doz.
24	6 ft. x 6 ft. 8 in.	\$35.00
26	6 ft. x 6 ft.	32.00
28	4 ft. 6 in. x 6 ft.	27.00
30	3 ft. x 6 ft.	19.00
	Phonograph Covers, each	5.00

Prices subject to change without notice.

STAR BRAND PADS
"STAND-UP"

Because made the "Star-way" of extra-heavy denim, cotton filled, stitched in squares.

WRITE OR WIRE YOUR ORDERS IN TODAY

STAR QUILT MFG. CO.

1851-55 W. Roosevelt Rd., Chicago, Ill.

Guard against fire loss with Foamite Protection

Instantly puts out any fire at the start — smothers flame under clinging Firefoam. Available for every type and size of fire risk in hand extinguishers, engines on wheels, motorized

units for Fire Departments, or complete FOAMITE System installations. Ask to have a representative call. His recommendations place you under no obligation.

Foamite-Childs Corporation

Fire Protection Engineers and Manufacturers

688 Turner Street, Utica, N. Y.

Foamite-Childs of Canada, Ltd., Toronto, Ont.

Sales and Engineering Representatives in
290 convenient centers.

S. ARBEIT

Manufacturer of All Kinds of
FURNITURE PADS

Made Out of
HEAVY KHAKI CLOTH

CUT SIZES

72 x 78	\$36.00	Doz.
72 x 56	27.00	Doz.
72 x 40	18.00	Doz.

119 McKibben St. Brooklyn, N. Y.

Warehousemen!

Prepare for Spring Rains

The

"OVLIM-BRAND"
Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

Milvo Awning & Tent Works
ROME, N. Y.

U. S. CUSTOMS TARIFF

ALPHABETICALLY ARRANGED

Included in the

CUSTOM HOUSE GUIDE—New 1924 Edition
1500 Pages of Customs Information

1. United States Customs Tariff—Alphabetically Arranged—Giving Commodity, Rate of Duty, Paragraph Number and Treasury Decisions of 20,000 commodities.
2. **Authoritative Directory of Warehousemen**, Customs Brokers, Importers, Exporters, S. S. Lines, Banks, Consuls, Bonded Truckmen, Railroads, Forwarders, etc., in each port.
3. Customs Regulations, General Order Rates, Government Departments, Port Charges, Reference Files, etc.
4. Every Principal Customs Port Has a Special Port Section—Over 150 Ports.
5. Special Sections for Canada, Mexico, Virgin Islands, Porto Rico, Honolulu.

(Descriptive Booklet on Request)

1924 Edition Now Ready Address: \$5.00 Postpaid

Custom House Guide, Brokers' Room
Custom House, N. Y., U. S. A.

Established 1862 Telephone Bowling Green 7840 Published Annually

A Test

for Excelsior Pads

Pull the excelsior from a Selle pad out of its kraft paper wrapper. What do you find?
You can lift the tough, springy excelsior by one end, yet it will not break apart.

That's Real Protection!

We make every standard sized pad.
All uniform in thickness.
Contain no lumps or hard slivers.
Always full count in every bundle.
You can buy one bundle or a carload.

H. W. Selle & Co., 1000-1020 N. Halsted St.,
CHICAGO

EXCELSIOR PADS
BALED EXCELSIOR

Manufacturers:

WOOD WOOL PADS
WOOD WOOL

FURNITURE

PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
Atlanta Dallas St. Louis New Orleans Minneapolis

"Iron Horse" Brand Furniture Van Pads



Foremost in Quality.
Workmanship and
Strength

The Most Economical
From Every Standpoint

A. L. REACH TEXTILE COMPANY

Office and Factory:

19-21-23 West 18th Street, New York, N. Y.

Imitations



Don't buy from irresponsible Peddlers. Every day reports from Victims are received. Genuine Felix Girard Rat & Mouse Embalmer is sold Direct or through Responsible Jobbers only. It is shipped 30 day dating to all rated concerns -- The Faker wants cash on Delivery.

The Felix Girard Co., Inc.
Minneapolis, Minn.

The SPOTLIGHT DEPARTMENT

WILL FIND WHAT YOU WANT



If you don't find what you want here, your advertisement here will find it for you.

This Spotlight section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All undisplayed advertisements in this section will be accepted at a flat rate of six cents per word for each insertion, minimum billing to be no less than \$1.00 per insertion.

INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

SPOTLIGHT DEPARTMENT

THE CLASS JOURNAL COMPANY

239 West 39th St., New York
5 S. Wabash Ave., Chicago

FOR SALE

Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

WANTED IN CHICAGO—An experienced sales executive who is qualified to handle all the ramifications of a warehouse sales department. Must invest \$2,500. The future to the right man, when qualified, will become an officer of the company. Our business has grown, and we are recognized as one of the leading warehouses in the Central West. The opportunity for increased business to be had, and a good producer can accomplish results. State age, years of experience, salary expected, and with whom employed. Reference will be required. None other than with sales experience need answer. P V-332, DISTRIBUTION & WAREHOUSING. 5 South Wabash Ave., Chicago, Ill.

WANTED—

To act as representative of a Nationally advertised standard or specialty article in the Minneapolis territory.

WAREHOUSE FACILITIES
CAPITAL TO INVEST
BEST OF BANK REFERENCES

Address 331 c/o Distribution and Warehousing, New York, N. Y.

6¢
a word

For inexpensive, quick-acting, result-producing publicity use Spotlight Service—it is a good doctor for any business want.

6¢
a word

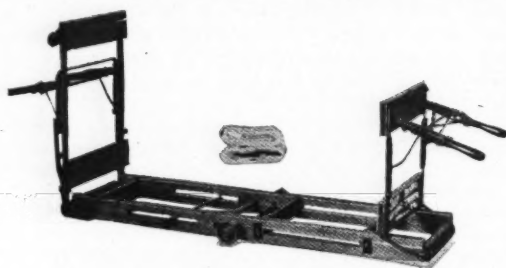
Whether you want to buy or sell Spotlight Service can help you. These little ads work both ways.

"PIANO PROFITS"

PIANO MOVERS

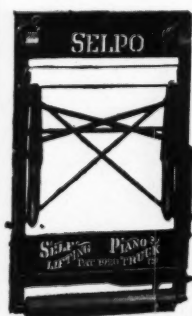
Money Making

EQUIPMENT!



The Buckeye Sill Is a Combination Truck

Without a doubt the very best sill truck on the market. Handles uprights, Grands and Baby Grands, in most convenient manner, and for stair work is better than end trucks. It has every feature for perfect work. Shipping weight 105 lbs. Price \$39.00.



The new SelPo 2-piece end truck with frame of crucible steel and hard maple, cross braced.

The lifting lever has TWICE the leverage of old style truck. Folds away flat and takes but little room when not in use.

Five styles—\$40 to \$52



Big User Speaks Well of "Buckeye Sill"

The following is one of a host of letters we have from the trade.

SCOBEY FIREPROOF STORAGE CO.
San Antonio, Texas

Self-Lifting Piano Truck Co.,
Findlay, O.
Gentlemen:

We wish to tell you how well pleased we are with the Buckeye Sill Piano Truck that we received from you in September.

This is undoubtedly the best all-around truck, for upright and grand pianos on all kinds of jobs, that we have used.

Yours very truly,
SCOBEY FIREPROOF STORAGE CO.
by C. C. William.

CCW-F

COVERS

A good upright-moving cover for \$14.00

Illustrated Folder on Request

Self-Lifting Piano Truck Co.
Findlay, Ohio

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Traffic World

There are developments every day in the realm of transportation that mean much to those charged with the responsibility of handling large volumes of freight traffic and distribution.

Information regarding such matters might reach those most interested—in time—through various channels—but having it when it is new and through a recognized authority is all important to the shipper.

Traffic World has for over 15 years furnished such a service to its readers by bringing to them each week the latest news of traffic rulings, court decisions and general traffic matters.

In keeping with the high service character of the news and editorial sections, the advertising section has been arranged with the purpose in mind that each advertisement shall be a real service feature to the thousands of our readers directly concerned with the handling of the freight traffic and distribution problems of the nation's big industries.

The real value of service to readers is their reason for carefully reading each week's issue from cover to cover and explains why they are glad to pay \$10.00 subscription year after year.

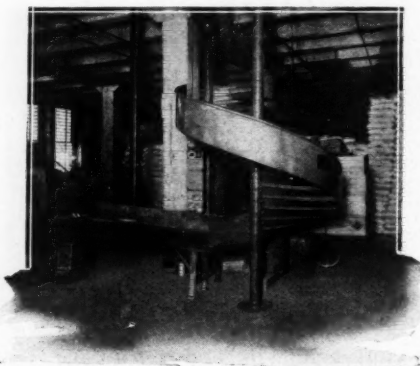
One Warehouseman stated a single item noted by him in Traffic World would save his concern thousands of dollars.

TRAFFIC WORLD

418 S. Market St., Chicago
51 E. 42nd St., New York

Member of A. B. C.

Traffic World



THIS INVESTMENT PAYS
169.6%
—YEARLY—

WARFIELD-PRATT-HOWELL COMPANY
 Sioux City, Iowa

10-17-19 Investment in Conveying Equipment	\$2,597.63
Earnings 3 years to 11-28-22	13,627.42
Less Depreciation 10% per year	408.82
Net Earnings—3 years	\$13,218.60
Net Earnings per year (169.6%)	\$4,406.20

This is neither the highest nor the lowest record of earning power demonstrated by Standard Conveyors. It is in fact an ordinary every day test.

In your business there is a place to invest in conveying equipment. That investment when made will start earning dividends, day in and day out, year in and year out.

Standard Conveyors are proving their worth in industries, including many nationally known concerns.

We will be pleased to have you write. Our purpose is to advise conscientiously without obligating you. Then to serve you in a practical and economical way, or if we cannot, to tell you who can.

Booklet D-2 will show you, among others, the types of equipment used by the above company in earning 169.6% per year.

STANDARD
 CONVEYOR COMPANY

General Office and Plant
 NORTH ST. PAUL, MINN.

"Brown-Portable" Products Plant
 NORTH CHICAGO, ILL.

REPRESENTATIVES IN ALL PRINCIPAL CITIES

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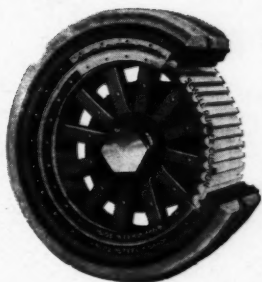
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